



■ spotlight

February 2010 Vol. 43 No. 2



Individual Producer of the Year Roghie Hassan Loo 2009 Individual Producer of the Year Roghie Hassan Loo 2009 Individual Producer of the Year Roghie Hassan Loo 2009 Individual Producer of the Year Roghie Hassan Loo

A monthly publication spotlighting top producers of American Income Life and National Income Life



Roger Smith

President & CEO
AIL & NILICO

Take a Bow

One of the most gratifying tasks I have as your CEO is to recognize all of you for your hard work and your outstanding efforts.

That's why this issue of *Spotlight* continues to be one of my favorites where we showcase and congratulate the top performers throughout our company, and give them credit for all their hard work over the past 12 months.

If your name is among our Year-to-Date Award Winners, in the list of Convention Qualifiers, or within the President's Club and Founder's Club qualifiers of 2009, take pride in your accomplishments. It's your time to take a bow and be recognized as the shining stars you are!

For you, the year consisted of countless phone calls, appointments and late nights. The normal trials of frustrations, failures and no-shows did not set you back. Instead, you kept plugging on until you got the sale—this sale, then the next, and the next. You worked hard. You sharpened your skills. You didn't give up. You did whatever it took to make this chapter of your life story to be one in which you could look back upon with pride.

In the end, all of your efforts yielded big results. The chapter will be celebrated with a happy ending in New York City, as well it should. Your winning attitude and refusal to accept defeat, no matter what setbacks you faced, are inspiring examples for us all.

If your name is not on the list, I hope you'll see this as a challenge to get to Miami Beach next year. Study what the top performers do, and apply it to your own work and life. Commit to doing what it takes to succeed!

As President Obama recently noted, "Making your mark on the world is hard. If it were easy, everybody would do it."

Again, I want to congratulate those of you who have made your mark among the top achievers in our Company. Without you, American Income Life and National Income Life Insurance Companies would not be the success they are today. To those who qualified, I look forward to seeing you at the 2010 Convention in New York, and to personally congratulating you.



American Income Life

Insurance Company has been meeting working families' needs for over half a century. We are a leader in the union insurance market and are totally committed to meeting the needs of union members through personal one-on-one service and complete Home Office customer support. You can count on AIL to do what it says it will do.

spotlight

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SGA CAREER TRACK

**New Markets
Opening & Expanding**

There is a growing need for ambitious leaders.

AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an e-mail to: futuresga@aillife.com.

TOTAL BONUSES PAID OUT

This month AIL and NILICO paid a total of \$1,276,315.45 in bonuses. For more information on the monthly bonuses, turn to Page 8.

Total: \$1,276,315.45

REQUIRED RETENTION RATE

Effective Jan. 1, 2010, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first eight months. The rates listed below are for *Spotlight* recognition only.

Retention: 68.0%
Net to Gross: 78%

DATES TO REMEMBER

Monday, March 29, 2010, all business and PR credits must be at Home Office to count for March production.

FOUNDER'S CLUB January 2010 Qualifiers

Outstanding Producers & PR Representatives:

Terrence Asuncion
Jatoff-Foti Agency
1st Qualification
\$75,435 Net ALP
82.7% Ret

Maria Rocha
Jatoff-Foti Agency
1st Qualification
\$95,254 Net ALP
77.1% Ret

Ross Ewen
Rehberg Agency
2nd Qualification
\$52,840 Net ALP
90.7% Ret

Max Quasem
Cohen-Cohen Agency
18th Qualification
\$69,128 Net ALP
86.0% Ret

Erez Shabtay
Cohen-Cohen Agency
2nd Qualification
\$73,859 Net ALP
85.5% Ret

Lily Tchen
Cohen-Cohen Agency
9th Qualification
\$66,414 Net ALP
88.2% Ret

Vivian Dwyer
Virginia Onasch
8th Qualification
10,980 Cards
December Qualification



**PRESIDENT'S
FOUNDER'S &
MILLION DOLLAR
CLUB**

PG. 04



**CONTEST
RESULTS**

PG. 07



BONUS

PG. 08



**2010 CONVENTION
QUALIFIERS**

PG. 10



**2009 AWARD
WINNERS**

PG. 12



LOOK FOR ME!

LOOK FOR THE ASTERISK

The asterisks, shown throughout the magazine, indicate that place will be a year-to-date award winner. The Producers, who will be recognized at the 2011 Awards Presentation, are: the top SGA from each category based on the percentage of Net ALP objective, the top three PR Managers, the top two PR Representatives from each category, the top two RGAs, the top five MGAs, the top five GAs, the top SA, and the top ten Individual Producers. You can view the 2011 Convention Qualifications online at www.aillife.com or www.nilife.com. *Check your production! If there is an asterisk by your position, you could be on your way to Miami, staying at the fabulous Fontainebleau Resort, and appearing on stage! The convention will be held May 30 - June 2, 2011.*

President's, Founder's and Million Dollar Club

FOUNDER'S CLUB

NAME	TIMES QUAL	SGA
James Aalders	1	Robert Kanaan
Samson Adelufosi	2	Eric Giglione
Lesina Ah Sue	1	Steve Friedlander
Robert J Dunn	4	Surace-Smith
Ross Ewen	1	Scott Rehberg
Alex Gonzales	2	Jatoft-Foti
Ben Halali	4	Jatoft-Foti
Zachary Hart	2	Alt-Orl-Deley
Omar Hashimi	3	Jatoft-Foti
Brock Lampee	3	Altig-Orlovic
Ernesto Magat	1	Jatoft-Foti
Elvis Obanor	2	Eric Giglione
Max Quasem	17	Cohen-Cohen
Amir Sedaghat	3	Altig-Orlovic
Erez Shabtay	1	Cohen-Cohen
Tibor Simon	1	Altig-Orlovic
Lily Tchen	8	Cohen-Cohen
Tasha Tucker	1	LaTonya Tucker
Robert Ulreich	10	Jatoft-Foti
Freida Yakubov	4	Williams-Zophin

PR FOUNDER'S CLUB

NAME	TIMES QUAL	SGA/DIRECTOR
Robin Andrade	7	Susan Kelleher/MA
Malka Arony	4	Rachelle Valdez/AZ
Vivian Dwyer	8	Patti Morgan/VA
Leo VanDenBussche	3	Jacqueline deVooght/MB

PRESIDENT'S CLUB

NAME	TIMES QUAL	SGA
Lesina Ah Sue	1	Steve Friedlander
Theresa Bellajaro	4	Altig-Orlovic
Amanda Beyersdorff	1	Surace-Smith
Richard Carter	2	Altig-Orlovic
Robert J Dunn	1	Surace-Smith
Ross Ewen	1	Scott Rehberg
Alex Gonzales	3	Jatoft-Foti
Omar Hashimi	1	Jatoft-Foti
Yevgeniy Kashkin	2	Altig-Orlovic
Elvis Obanor	2	Eric Giglione
Ed Olfert	5	Altig-Orlovic
Lafi Papalii	1	Steve Friedlander
Herivelto Pereira	4	Jatoft-Foti
Daniel Potilechio	6	Bob Olson
Max Quasem	6	Cohen-Cohen
Scott Remmey	2	Eric Giglione
Vaaufiao Robertson	1	Steve Friedlander
Amir Sedaghat	5	Altig-Orlovic
Erez Shabtay	1	Cohen-Cohen
Amy Shui	1	Eric Giglione
Tibor Simon	1	Altig-Orlovic
Maijargal Sukhbaatar	3	Samuel LaSala
Helen Taylor	4	Altig-Orlovic
Lily Tchen	4	Cohen-Cohen
Robert Ulreich	7	Jatoft-Foti
German Viviano	1	Josh Chalom
Al-Karim Walji	4	Altig-Orlovic
Roger Weisman	1	Oldham-Bianchi

PR PRESIDENT'S CLUB

NAME	TIMES QUAL	SGA/DIRECTOR
Ken Altizer	4	Tim Farr/WV
Robin Andrade	3	Susan Kelleher/MA
Erica Dalager	2	Jacqueline deVooght/MN
Chuck Hill	1	Jatoft-Foti/CA

MILLION DOLLAR CLUB

NAME	SGA
Tim Cruise	Altig-Orlovic
Ruben Soberanes	Jatoft-Foti
Scott Remmey	Eric Giglione
Max Quasem	Cohen-Cohen
Robert Ulreich	Jatoft-Foti
Kelly McDonald	Altig-Orlovic
Jinzhou Zhao	Altig-Orlovic
Joey Kennedy	Altig-Orlovic
Carla Miller	Carla Miller
Omar Hashimi	Jatoft-Foti
Rudi Camenzind	Chris Hernandez
Daniel Potilechio	Robert Olson
Lily Tchen	Cohen-Cohen
Russell Morris	Marc Zipper
Angeles Ordas	Furer-Whittinghill
Theresa Bellajaro	Altig-Orlovic

Outlook



Larry Strong

Vice President of Agency Leadership Development

Agency Director of the Month

Leaders growing leaders!

Shashi Parekh



Shashi had 59% Growth in his territories over 2009!

Congratulations on this championship performance.

The Power of Choice

"There are two primary choices in life: to accept conditions as they exist, or accept the responsibility for changing them." —Dennis Waitley

I was recently standing in a very long, slow moving security line at an airport. One would think that I would be so numb to the process that the "long and slow moving part" would not be an issue anymore. Some days it isn't — based on what I choose to feel and think about the process — but this day, virtually everything about the "long and slow moving" part was an issue with me. For some reason, my patience quotient and acceptance level was a quart low. I was NOT in a good place.

As I was seemingly inching my way along, I happened to glance behind me for what had to be a small fraction of a second. It took a few moments to register but my mind was telling me that something just wasn't quite "normal" about what I saw.

Now, we have all been in this spot. You want to look again at whatever caught your eye — but you don't want to be too conspicuous, right? You don't want to get caught staring at something — or worse, someone. So I did my absolute best non-obvious casual turn of my head behind me and it became quite clear why I wanted to look again.

Standing there was a young boy about the age of 10 or so. To look at his face, you would think he was a poster kid for a Norman Rockwell painting — red curly hair, freckles and all. He looked up at me with his instantaneously contagious smile and when our eyes met I simply said, "Howdy, pardner!" He rather shyly acknowledged my greeting and that is when I acknowledged that this was not just some regular kid.

Much to my amazement, protruding from the tops of BOTH of his Nike running shoes were TWO titanium legs. As if that wasn't enough to get my attention, there was nothing below his left elbow where his arm was "supposed" to be. Well, we ambled along for quite awhile in

that line before I could muster up the courage to ask him where he was headed. He told me that he was going to go to see his grandma in Missoula, Montana, for a week. I asked him what he was going to do up there and he said he hoped to do some fly fishing and ATV riding with his grandpa. All of a sudden, the security line didn't seem so long.

Before he went his way and I went mine, I finally asked him if he had any idea how many people he inspired on a daily basis. I could tell from his reaction that he was far too humble and innocent to understand what I was asking. So I simply said, "Well, you sure inspired one today. Have a great trip and catch some lunkers."

You see, it dawned on me that this young MAN had more challenges to deal with before he gets out of bed each day than I have had in my entire soon-to-be 57 years on this planet. What was so obvious was that he wasn't about to accept his conditions as they existed. It was very clear that he had already accepted the responsibility for taking his circumstances and condition and DETERMINING WHAT HIS REALITY WAS GOING TO BE.

What a great lesson! What a phenomenal reminder! What a humbling experience to be taught a real life lesson from someone so young. The lessons are all around us each and every day if we are open to seeing them.

And what about us? What about the choices we make? It's funny when you think about the fact that *the only choice we don't have is to not make choices.*

Let's choose wisely.

Stay Strong! Lead On!

AIL on TV

Surace-Smith utilizes local career fair to help fill 50 positions

Morning television viewers in the Columbus, Ohio, area got to see RGA Patrick Bendure of the Surace-Smith Agency on Jan. 20. Interviewed by local ABC 6/Fox 28 television, Pat got to tell viewers about Opportunity Unlimited at American Income Life.

The interview took place on site at a city wide Career Fair, sponsored by the TV station. The Agency was a featured company at the fair.

The fair – and the American Income booth – got a lot of traffic that day from all walks of life. Pat estimated attendance at a couple of thousand people.

Please contact your director if you would like information on setting up a booth of your own at an upcoming career fair in your area.



Dear Future SGA



SGA Career Track

Whether you are new to our company or even someone with tenure, have you ever wondered what you had to accomplish in order to be promoted to State General Agent? The answer is simple— achieve these three levels.

If you have any questions, please feel free to set up a conference call with your State General Agent and me. I look forward to seeing you achieve your dream of financial security!

— Larry Strong
Vice President, Agency Leadership Development

Level 1: Qualifying

- For you to qualify you must meet the following criteria:
- 2 years of continual service with AIL/NILICO
 - Production of at least \$225,000 of 1st Six Mo. Agent production (Last 12 Months)
 - Must have a 4-Month Retention Rate of 68.0% or higher (Please note that although you need to qualify to be promoted, we will begin the process as soon as you achieve the production level regardless of quality factor.)

Level 2: Preparing for an Offer

Once you qualify by achieving the above criteria, a Personal Leadership Profile will be sent to your home address with a copy to your SGA. Also, we will schedule a conference call between you, your SGA, your SGA's Director, and myself to determine your interest in being an SGA and to initiate a consistent communication process between you, your SGA and the Home Office.

Level 3: Getting an Offer

- I will contact you to:
- Let you know what territory/territories we are offering
 - Discuss who may be going with you. (Your SGA can protect one person who they feel they need to keep.) This process has been in place since January 2008, resulting in 11 SGA promotions, and there will be many more.



PARIS CONTEST

The Eiffel Tower, the Arc de Triomphe, Notre Dame Cathedral, the Palace of Versailles, the Louvre Museum..... Will you visit these famous French landmarks yourself, or just get a postcard? The 6-day, 5-night tour of Paris is the prize in this year's contest. Keep working hard — we have two more months to go before the winners are declared!

All agents, managers and public relations people are invited to partake in the competition. The contest period is business or cards submitted and processed by Home Office between October 1, 2009 and March 31, 2010.

Contest winners will arrive in Paris on Monday, June 21 and depart Saturday, June 26.

Current Contest Leaders:

State General Agents

	Name	1st Six Month STD	Net ALP Growth	Code STD	Average
Cat I & II	Steve Friedlander	518.29%	373.08%	329.55%	406.97%
	Jatoft-Foti	130.61%	165.55%	101.32%	132.49%
	Marc Rosen	150.56%	128.15%	117.50%	132.07%
	Surace-Smith	103.87%	118.16%	123.53%	115.19%
	Fred Hadayia	109.61%	100.34%	122.73%	110.89%
	Oldham-Bianchi	116.90%	121.41%	73.61%	103.97%
Cat III & IV	Steve Greer	80.21%	92.12%	129.55%	100.63%
	Williams-Zophin	132.46%	145.70%	127.78%	135.31%
	Altig-Orlovic-Deley	76.03%	93.53%	186.11%	118.56%
	Allan Jennings	112.12%	103.79%	111.11%	109.01%
	Simon Arias	91.67%	112.22%	119.44%	107.78%
Cat V & VI	Altig-Orlovic-Venekamp	100.14%	96.25%	133.33%	109.91%
	Steven DiChiaro	89.51%	82.13%	132.50%	101.38%
	Altig-Orlovic-Traboulay	84.87%	90.96%	127.78%	101.20%



Managing Agents

	Name	Codes	Net ALP
RGA	Taina Lameko	69	\$720,298
	Sonny Gurney	41	220,055
	Mitch Duplantis	25	184,807
	Alex Roland	25	183,997
	Michael Vasu	27	181,067
MGA	Stephen Hill	35	\$341,471
	Lorenzo Lameko	26	272,372
	Taina Lameko	27	208,830
	Sita Pereira	27	173,441
	Wayne Fader	17	160,712
GA	Kilisimasi Segal	17	\$198,006
	William Smith	15	145,567
	Chantal Daigle	11	92,816
	Vaauafiao Robertson	11	88,937
	Simon Rolland	7	85,584
SA	Serah James	11	\$129,429
	Rita Charles	6	120,888
	Tania Tikitiki	9	84,556
	Norman Sellen	1	81,959
	Simon Rolland	7	78,301

Personal Producers

Name	Net ALP
Roghie Hassan Loo	\$103,707
Maria Rocha	95,244
Omar Hashimi	86,613
Mele Bigg	82,403
Ofa Tupouniua	81,959
Pafuti Toleafoa	81,348
Amir Sedaghat	76,078
Terrence Asuncion	75,434
Lesina Ah Sue	75,325
Raymond Angeles	73,971
Erez Shabtay	73,859
Erickson Bencosme	73,228
Steven Stensrud	69,136
Max Quasem	69,128
Eriteta Tauraoi	68,496
Robert J Dunn	67,164
Lily Tchen	66,414
Rocio Price	66,137
Felicia Price	65,384
Marion Magat	64,913

PR Reps

	Name	Leads
Cat I	Chuck Hill	20,162
	Vivian Dwyer	8,481
	Rona Pileggi Spano	7,603
	Mark Gagliardi	6,757
	Billy Sauers	5,190
Cat II	Bernard Weaver	4,050
	Michelle Korb	2,825
	Lisa Pletincks	2,759
	Suny Robinson	2,723
	Karen Apgar Scholz	2,036
Cat III	Katherine Kidder	9,433
	Jason Beckman	4,885
	C J Briggie	3,138
	Robin Denham	3,047
	Bonnie Ellingson	2,927
Cat IV	Ken Altizer	11,233
	Jason Ihle	3,844
	Tim O'Connor	3,351
	Stephen Castleman	3,288
	Kate Langthorn	2,873

PLEASE NOTE: All figures are Contest to Date beginning October 1, 2009 and ending March 31, 2010.

Retention is required for qualification. However, the results listed are for the top producers in each category irrespective of retention to show who is in the running in case their retention improves. Full qualifications can be found at www.aillife.com/arc/spotlight.aspx and www.nilife.com/arc/spotlight.aspx

■ Anniversaries

26 Years of Service
Robert Seeber, AGT

20 Years of Service
Kathleen Unitas, AGT

18 Years of Service
Chuck Hill, PR

16 Years of Service
Timothy Gray, PR
Melinda-Rae Lyse, SGA

12 Years of Service
Manon Brulotte, PR

10 Years of Service
Asher Lavalée, AGT
Jose Sanchez, GA
Barbara Stillwell, AGT

8 Years of Service
Michelle Baxter, PR
Patrick Duray, RGA

7 Years of Service
Christopher Clark, RGA
Desi Dimitrova, RGA
Byron Paz, MGA
Shelly Russell, MGA
Patrick Stenglein, RGA

6 Years of Service
Brenda Hadayia, MGA
Leon Thompson, RGA

5 Years of Service
Thomas Reagan, RGA
Ronald Rivera, MGA
Matthew Willrodt, MGA

4 Years of Service
Rory Crockford, RGA
Timothy Dawe, AGT
Benjamin Eggen, AGT
Katherine Fallon, AGT
Christopher Jordan, RGA
Ewa Marinaccio, GA
Timothy Nolan, AGT
Robert Shafer, SGA
Grant Sharp, RGA
Anderson Sooknanan, MGA
Ricardo Subero, MGA
Bradley Weigand, AGT
Mathew White, AGT

3 Years of Service
James Allen, MGA
Travis Eick, GA
Kenneth Greer, RGA
Kasali Kotun, RGA
Matthew Lukesh, GA
Ghina Malaney, AGT
Dale Meyer, SA
Antonio Monica, MGA
Duane Robertson, GA
Tiffany Roland, RGA
Alan Weissen, MGA
Derek Wiens, RGA

2 Years of Service
Alek Auxier, RGA
Juan Cardona, MGA
Kellen Cuttance, RGA
Joan Giron, SA
Jayne Herrick, AGT
Dustin Kiss, AGT
Sanele Lafaele, SA
Vera Leus, MGA
Jason Marlow, MGA
Ryan Neel, AGT
Ryan O'Donnell, SA
William Parmeter, SA
German Pena, GA
Anne Powihongi, SA
Eddy Prellwitz, MGA
Robert Reagan, AGT
Erik Rice, AGT
Victor Rodos, AGT
Ernestine Rush, SA
Brandon Schwed, AGT
Cynthia Wilwayco, SA
Shawn Yarbrough, AGT

1 Year of Service
Lesina Ah Sue, SA
Janice Ahyek, AGT
Milton Aikin, AGT
Donna Armstrong, AGT
Jean Badio, SA
Keith Bryant, SA
Christopher Chovanec, SA
Ryan Denny, PR
Mehrezben Djebali, MGA
Wanda Draughon, GA

Corey Durst, AGT
Richard Dyer, RGA
Avijoy Elahi, AGT
Lucky Faaitiiti, SA
Christopher Feiner, MGA
John Fey, SA
Gina Flores, AGT
Terrell Fowler, GA
Glen Francis, AGT
Laurena Giorgi, AGT
Joshua Goldstein, AGT
Benjamin Greer, AGT
Yehonatan Gross, GA
Christina Guerrero, SA
Brandi Hershey, SA
Donald Hill, GA
Nicole Johns, SA
Emil Klementis, MGA
Samantha Kolb, SA
David Kuntz, AGT
Alan Laabs, AGT
Lita Lameko, AGT
Nicholas Langer, AGT
Keith Ligon, PR
Sandra Linse, AGT
Tania Lipsham-Symonds, PR
Lisa Little, PR
John Macom, AGT
Shehu Mayaki, SA
Sharon McKee, GA
Lidia Meglei, SA
Randy Ocampo, AGT
Jason Oliver, GA
Jerckarra Page, GA
Stephanie Paskett, AGT

Minh Phung, MGA
Sina Polu, AGT
Stacy Randazzo, SA
Juan Reyes, AGT
Ricky Rice, SA
Joseph Rickard, GA
Aaron Rosenberg, MGA
Shari Roszmann, AGT
Kelly Schneider, SA
Brian Schreiter, MGA
Frances Scott, AGT
Jermaine Scott, AGT
Gabriel Segre, AGT
Norman Sellen, SA
Tina Sio, AGT
Adham Sataroff, AGT
Candice Smith, MGA
Justin R Smith, MGA
Bo Stawicki, SA
Michael Stearns, AGT
Carmella Stroud, PR
Kenneth Sutton, MGA
Hilderguard Toleafoa, SA
Shahnaz Toloui, AGT
Nastassja Tucker, AGT
Beverly Wells, AGT
Gregory Williamson, MGA
Robert Woodhouse, SA
Steven Young, MGA

■ Promotions

STATE GENERAL AGENT
Eric Cochran
Jeffery Thiel

REGIONAL GENERAL AGENT
Justin Adams
Mark Corkrean
James Cunningham
Sharmanda Gawel
Kasali Kotun
Lorenzo Lameko
Travis Price

MASTER GENERAL AGENT
Peter Athas
Amanda Beyersdorff
William Caraway
Denice Copp
Barbara Corigliano
James Cummings
Christopher Feiner
Jose Harb

I-Perfection Harris
Phillip Jenkins
Summer Miller
Aaron Parks
Matthew Parks
Sita Pereira
Howard Price
Nicholas Rice
Patrick Robitaille
Theresa Setefano
Steven Stensrud
Michael C Williams
Adam Zlupko

60% GENERAL AGENT
Stephen Archer
Chena Blair
Elias Hazen
Charles McDonald
Edward Rangel

57.5% GENERAL AGENT
Robert Black
Gian-Paolo DiBerardo
Mitchel Gale
Christopher McFoy
Vauafiao Robertson
Simon Rolland
Patrick Tannous
Ronald Trombetta
Kaixun Yang

55% SUPERVISING AGENT
Jason Barbour
Quisha Castro-Lopez
Hollie Christian
Betty Christians
Juanita Fussell
Justin Haynes
Kevin Holtz
Justin Kelling

Marion Magat
Kyle Milner
Alex Newport
Jeffrey Ostlund
Bradley Piccini
Dustin Pollock
Ricky Rice
Felicia Ricks
Nichole Teta
Kiet Truong

52.5% SUPERVISING AGENT
Adeyemi Akinade
Kumaljit Bailey
Rodney Barlow
Eric Batchelor
Christina Burdi
Dina Cobos
Scott R Davis
William Doby

Anita Ferris
Danielle Finan
Chad Hatfield
Steven Janev
Robert Karetny
Cedric Moore
Tuakeu Nelio
Grover Pepper
Traci Peterson
Tiffany Rovinski
Michael Scudder
Scott Smith
Bo Stawicki
Ricardo Vera
Adam Weisberger

■ Bonus

LEADERSHIP BONUS

Qualifier	Amount	SGA
Ben Halali	\$24,047.75	Jatoft-Foti
Stephen Hill	18,395.73	Steve Friedlander
Wayne Fader	16,447.24	Marc Rosen
Lorenzo Lameko	15,130.00	Steve Friedlander
Ernesto Magat	13,195.17	Jatoft-Foti
Thomas Vena	9,019.76	Simon Arias
Byron Paz	7,919.06	Josh Chalom
Doreen Ryan-Foti	7,550.38	Jatoft-Foti
Salima Abdin	5,171.21	Marc Rosen
Gregory Williamson	4,982.21	Slav Bitman

REINSTATEMENT BONUS

Qualifier	Amount	SGA
Scott Patterson	\$1,537.38	Joseph Diecedue
Sami Mogannam	1,397.84	Jatoft-Foti
Heidy Morataya	1,314.19	Cohen-Cohen
Lorena Barriere	1,206.39	Cohen-Cohen
Lance Martin	1,118.28	Surace-Smith
Frank Kolligian	898.29	Slav Bitman
Ronald Rivera	817.89	Cohen-Cohen
Nabil Spahi	789.12	Eric Giglione
Erez Shabtay	765.77	Cohen-Cohen
Benton Tong	763.74	Cohen-Cohen

WORLD'S GREATEST BONUS

Qualifier	Amount	SGA
Ofa Tupouniua	\$7,429.01	Steve Friedlander
Erickson Bencosme	6,056.17	Marc Rosen
Mele Bigg	4,991.01	Steve Friedlander
Pafuti Toleafoa	4,568.47	Steve Friedlander
Viet Chung	4,141.66	Jatoft-Foti
Erez Shabtay	3,815.34	Cohen-Cohen
Rocio Price	3,740.65	Jatoft-Foti
Maria Rocha	3,448.86	Jatoft-Foti
Eriteta Tauraoi	3,091.16	Steve Friedlander
Sosefo Petelo	3,030.94	Steve Friedlander

Bonus Total: \$1,276,315.45

James Aalders	Rita Charles	Ashkan Faramarzi	Jose Harb	Nicole Johnson	Nicholas Lorence	Christian Napiza	Howard Price	Michael Scudder	Nastassja Tucker
Andrew Aaron	Mario Andres Chavez	Beth Farm	Mark Harhager	John C Johnson	Earnest Loveless	Mark Neilson	Max Quasem	Amir Sedaghat	Twanna Tucker
Salima Abdin	Mario Chavez Jr	Viki Farr	Edward Harris	Garrett Jones	Lydia Lozano	Orett Nelson	Humberto Quintero	Kilisimasi Segal	Ofa Tupouniua
Justin Adams	Samantha Chui	Tim Farr	I-Perfection Harris	Lynn Jones	Larry Lozano	Allen Nelson	Feroz Rahman	Norman Sellen	Chad Turner
Hether Adams	Peter Chung	Gabriel Feldmann	Zachary Hart	Stephen Jubrey	Zach Luhr	Jay Newsome	David Ramirez	Karen Sessing	Fale Uisa
Samson Adelufosi	Viet Chung	Magda Figueiredo	Deanthony Hartman	Josh Juggassar	Jun Ma	Andrea Nichols	Harjeet Rana	Theresa Setefano	Robert Ulreich
Lesina Ah Sue	Timothy Clark	Melissa Flanagan	Jerry Hartnett	Adam Kahn	Ernesto Magat	Rosezita Niwha	James Raymond	Erez Shabtay	Rachelle Valdez
Mark Akler	David Cohen	Gina Flores	Daniel Hartwig	Peter Kaplanis	Marion Magat	Evelyn Nkwenti	Seth Raymond	Robert Shafer	Lee Van Delft
Rick Altig	Micah Cohen	Matt Flores	Omar Hashimi	Eugene Kashkin	Ramin Maghsoud	Marcus Noel	Crystal Reeves	Amr Shater	Michael Van Delft
Kenneth Altizer	Nicholas Collins	Paul Fordham	Andrew Haskins	Sebastian Kazek	Nicole Magill	Timothy Nolan	Shawn Reid	Amy Shui	Michael Vasu
Robin Andrade	Amber Colp	Don Foti	Roghie Hassan Loo	Scott Keeney	Sylvie Mahe	Stephanie Novel	Jacqueline Reim	Robert Simmen	Vatapuia Vavau
Raymond Angeles	Denice Copp	Steve Friedlander	Filipo Havili	Ryan Kendl	Taumaoe Maligi	Elvis Obonor	Scott Remyey	Bridget Smith	Ellahe Vaziri
Julie Aprahamian	Barbara Corigliano	Tupulaga Fuaivaa	Gregory Hayman	Joey Kennedy	Sautia Maluofenua	Kevin O'connor	Ronald Rennich	Christina Smith	Thomas Vena
Simon Arias	Richard Correa	Anthony Fuller	Elias Hazen	Katherine Kidder	Michael Mandella	Fritznel Octave	Juan Reyes	Justin R Smith	John Viar
Malka Arony	Nikki Crosby	David Fung	Bryant Hendley	Timothy Kieran	Manu Manu	Felicity O'halloran	John Reynolds	Marcus Smith	Robert Vincent
Terrence Asuncion	Timothy Cruise	Mary Ann Gaelic	Krissa Hensley	Stephanie Kies	Steve Marker	Durhon Oldham	Isabel Ribeiro	Beth Snow	German Viviano
Jesse Atatai	James Cummings	Karen Gagarin	Debra Hepp	Steven King	Marty Martin	Dorian Oldham	Nicholas Rice	Curt Snow	Ryan Vopat
Ala Awad	James Cunningham	Mark Gagliardi	Hal Herman	Michelle Korb	Elena Masei	Ed Olfert	Lisa Richardson	Paul Snyder	Al-Karim Walji
Lorena Barriere	Lori Dacyk	Mitchel Gale	Alex Hernandez	Kasali Kotun	Derrick Mason	Laurie Onasch	Kimberly Riley	Natalie Soboleva	Al Wall
Malorie Bartlett	Erica Dalager	Justin Germany	Jose Hernandez-Camargo	Silia Kuka	Katie Massart	Sean O'reilly	Raymond Risucci	Rona Spano	Alba Wandurraga
Otari Bater	Kyriacos Davis	Susan Gilbert	Brandi Hershey	Garret Kun	Jacob Maughan	Ilija Orlovic	Vaaufiaio Robertson	Steven Sparkes	David Wang
Michelle Baxter	Niurka Dearmasduran	Melissa Gilroy	Marilyn Hilaga	Casey Kunash	Kelly McDonald	Daniel Orr	Maria Rocha	Rob Speers	Rodney Ward
Craig Beck	Chad Deley	Joshua Goldstein	Chuck Hill	Pamela Ladd	Christopher McFoy	Lafi Papalii	Tiffany Roland	Donald Spohn	Jorell Washington
Mark Beckford	Desi Dimitrova	David Gombkoto	Stephen Hill	Brianna Laidlaw	Lisa McGee	Adelfa Parinas	Simon Rolland	Richard Sprigg	Timothy Watson
Jason Beckman	Maria Diringer	Alex Gonzales	Akbar Hosseini	Lorenzo Lameko	John McGrath	Gregory Parker	Michael Romeo	Beau Springer	Jamison Weatherspoon
Theresa Bellajaro	Brenda Di Somma	Cassandra Gordon	Marcus Howard	Taina Lameko	Jacqueline McHugh	Aaron Parks	Alan Rosen	Linda Stadtler	Jennifer Wehrle
Erickson Bencosme	Matthew Diulus	Hank Gordon	Peter Hudousek	Brock Lampe	Ryan McIntosh	Matthew Parks	Marc Rosen	Zbigni Stankiewicz	Roger Weisman
Patrick Bendure	Amit Dogra	Bradley Gray	Wade Humphries	Emily Langthorn	Karen McQuoid	William Parmeter	Steven Rotherforth	Bo Stawicki	Sara Welch
Jay Bentley	Darrell Dorey	Sharif Grays	Francis Ifopo	Maria Lealaiauloto	Ladawn Meador	John Passi	Gary Rothman	Peter Stay	Brian Welsh
Gabriela Berloni	Robert Drake	Maria Greene	Henry Ingraham	Brent Leathers	Brook Meeks	Scott Patterson	Jaime Rozotto	Steven Stensrud	James Welsh
Brenton Betts	Wanda Draughon	Steve Greer	Kevin Ishikane	William Lee	Matthew Melhorn	Maria Paukofe	Paul Rumbuc	Robyn Stewart	Josh Wheeler
Amanda Beyersdorff	Dustin Dunlap	Brett Gryska	Joshua Jackson	Joshua Lenix	Jay Meyer	Ron Pavon	Doreen Ryan-Foti	Greg Stewart	Michael Williams
Jim Bianchi	Robert J Dunn	Bobby Gujral	Marko Jankovic	Kenji Leonard	Summer Miller	Byron Paz	Agatha Safford	Barbara Stillwell	Christopher Williams
Mele Bigg	Harold Durana	Sonny Gurney	Danielle Jankowski	Norman Lew	Sammar Miqbel	Samuel Peacock	Joey Sales	Brenda Stipanovich	Tom Williams
Andre Bishop	Vivian Dwyer	Steven Haberman	John Jatoft	Elizabeth Likins	Brian T Mitchell	Joseph Peplinski	Paul Samra	Sherri Stoklasa	Jenny Williams
Ancil Bishop	Diana Dziardziel	Fred Hadayia	Phillip Jenkins	Wander Lima	Amanda Mlinaz	Herivelto Pereira	Paramjit Sangha	Layla Strange	Sally Wilson
Robert Black	Benjamin Eggen	Rita Haidinger	Allan Jennings	Mickenzie Linse	Meliame Moeakiola	Sita Pereira	Jessica Santamarina	Carmella Stroud	Paul Winslow
David Blaisdell	Travis Eick	Ben Halali	Dulce Jimenez	Keith Litterst	David Moir	Cisco Perez	Joaquin Santos	Maijargal Sukhbaatar	Jesse Wise
Richard Blake	Loretta Ekeroma	Ryan Hall	Germaine Johnson	Elizabeth Lo	James Moland	Daniel Phares	Darrell Sarmiento	Jerry Sullins	Donald Wold
Mark Bleier	Brian Ellison	Richard Handlir	Daniel Johnson	Bernardo Lopez	Keyra Montoute	Daniel Pinschmidt	Imran Satti	Dustin Surace	Darren Wolf
Gary Bleier	Jonathan Emura	Daniel Hanson			Gordon Mooc	Jacob Pokipala	Billy Sauers	Jim Surace	Nicholas Wolle
Wayne Blumling	Faiga Ene				Stephen Moore	Naera Pomare	Kelly Schneider	Alanna Swenson	Lisa Wood
Graeme Bollinger	Javier Esquivel				Jeremiah Morales	Daniel Potilechio	Michael Schneider	Joshua Swogger	Kyle Wrobel
Michael Boyer	Ross Ewen				Curtis Moreland	Yadolla Pourjalali	Tim Schroeder	Eriteta Tauraoi	Haoyu Xu
Keith Broadnax	Lucky Faaitiiti				Levar Morgan	Anne Powihongi		Helen Taylor	Freida Yakubov
Eric Brown	Wayne Fader				Patti Morgan	Felicia Price		Patrick Taylor	Justin Yandell
Chad Brown	Siliva Fanolua				Allan Munro	Rocio Price		Lily Tchen	Kaixun Yang
Rachel Bryson								Brandon Teter	Antoinette Yellock
Johnathon Bunch								Krista Thieme	Kelly Yingling
London Burnett								Samvel Tigranyan	John Young
Linda Byas								Tatjana Tikhonov	Francisco Zarathustra
Diane Caballero								Pafuti Toleafoa	Yvonne Zarathustra
Michael Camara								Hildergua Toleafoa	Amelia Zeiger
William Caraway								Shahnaz Toloui	Jinzhou Zhao
Richard Carter								Benton Tong	Adam Zlupko
Matthew Cartwright								Don Tong	David Zophin
Richard Case								Omarh Torio	
Sarai Castanon								Ronald Trombetta	
Francis Cawley								Dawn Trudden	
Josh Chalom									
Lorraine Chaney									
Rodney Chaney									
Willon Charles									

List Current As Of Print Date

2010 Convention Qualifiers







Individual Producer Supervising Agent General Agent Master General Agent Regional General Agent PR Most Cards Generated PR Category I PR Category II PR Category III PR Category IV PR Manager PR Director



<p>1. Roghie Hassan Loo Josh Chalom NET ALP: \$266,102 RTN: 68.8</p> <p>2. Omar Hashimi Jatoft-Foti NET ALP: \$246,101</p> <p>3. Lesina Ah Sue Steve Friedlander NET ALP: \$230,273</p> <p>4. Robert J Dunn Surace-Smith NET ALP: \$223,106</p> <p>5. Max Quasem Cohen-Cohen NET ALP: \$215,661</p> <p>6. Maria Rocha Jatoft-Foti NET ALP: \$210,418</p> <p>7. Brock Lampe Altig-Orlovic NET ALP: \$200,728</p> <p>8. Amir Sedaghat Altig-Orlovic NET ALP: \$198,722</p> <p>9. Raymond Angeles Altig-Orlovic NET ALP: \$192,317</p> <p>10. Zachary Hart Alt-Orl-Deley NET ALP: \$187,657</p>	<p>1. Lesina Ah Sue Steve Friedlander First 6 MO: \$257,941 RTN: 99.0</p>	<p>1. Sita Pereira Steve Friedlander First 6 MO: \$1,200,967 RTN: 77.1</p> <p>2. Kilisimasi Sega Steve Friedlander First 6 MO: \$938,151</p> <p>3. Karen Gagarin Jatoft-Foti First 6 MO: \$751,316</p> <p>4. Jay Meyer Oldham-Bianchi First 6 MO: \$383,843</p> <p>5. Jose Harb Jatoft-Foti First 6 MO: \$346,126</p>	<p>1. Stephen Hill Steve Friedlander First 6 MO: \$2,476,896 RTN: 76.1</p> <p>2. Ben Halali Jatoft-Foti First 6 MO: \$1,465,023</p> <p>3. Lorenzo Lameko Steve Friedlander First 6 MO: \$945,305</p> <p>4. Wayne Fader Marc Rosen First 6 MO: \$899,960</p> <p>5. Ernesto Magat Jatoft-Foti First 6 MO: \$737,899</p>	<p>1. Taina Lameko Steve Friedlander First 6 MO: \$4,501,478 RTN: 71.3</p> <p>2. Ben Halali Jatoft-Foti First 6 MO: \$2,613,759</p>	<p>1. Chuck Hill Jatoft-Foti/CA Cards: 35,551</p>	<p>1. Mark Gagliardi Rachelle Valdez/CA Cards: 26,247</p> <p>2. Al Wall Jacqueline deVooght/ON Cards: 23,782</p>	<p>1. Robin Andrade Susan Kelleher/MA Cards: 28,447</p> <p>2. Jessica Ingerick Laurie Onasch/VA Cards: 11,083</p>	<p>1. Katherine Kidder Tim Farr/PA Cards: 23,897</p> <p>2. Leo Van Den Bussche Daryl Barnett/MB Cards: 15,443</p>	<p>1. Ken Altizer Tim Farr/MV Cards: 29,684</p> <p>2. Darrell Dorey Jacqueline deVooght/ Maritimes Cards: 21,474</p>	<p>1. Jay Bentley Laurie Onasch/TX Card Growth: 20,744</p> <p>2. Brenda Stipanovich Tim Farr/PA Card Growth: 20,730</p> <p>3. Erica Dalager Jacqueline deVooght/MN Card Growth: 19,065</p>	<p>1. Patti Morgan Patti Morgan/LA Card Growth: 37,023</p>
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2009 AWARD WINNERS

State General Agents

<p>Category I</p>  <p>John Jatoft & Don Foti NET ALP: \$7,789,707 RTN: 71.1 % of Objective: 143</p>	<p>Category II</p>  <p>Steve Friedlander NET ALP: \$8,173,167 RTN: 71.1 % of Objective: 286</p>	<p>Category III</p>  <p>Tom Williams & David Zophin NET ALP: \$2,910,585 RTN: 68.0 % of Objective: 130</p>	<p>Category IV</p>  <p>Allan Jennings NET ALP: \$1,920,690 RTN: 72.8 % of Objective: 100</p>
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Individual Producers



1. Ofa Tupouniua
Auckland, NZ



2. Pafuti Toleafoa
Auckland, NZ



3. Rocio Price
Concord, CA



4. Terrence Asuncion
Concord, CA



5. Mele Bigg
Auckland, NZ



6. Erez Shabtay
Mission Hills, CA



7. Max Quasem
Los Angeles, CA



8. Maria Rocha
Concord, CA



9. Viet Chung
San Jose, CA



10. Eriteta Tauraoi
Auckland, NZ



11. Scott R Davis
Pittsburgh, PA



12. Felicia Price
Concord, CA



13. Dustin Dunbar
Sioux Falls, SD



14. Eric Batchelor
Raleigh, NC



15. Sosefo Petelo
Auckland, NZ



16. Dominique Bertoncini
Concord, CA



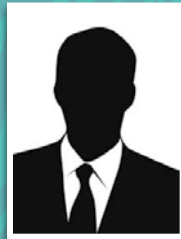
17. Adam Kahn
Concord, CA



18. Catherine Brown
Denver, CO



19. Lily Tchen
Long Beach, CA



20. German Viviano
Toronto, ON

IceBreakers

Ann Wainit
Honolulu, HI
\$12,111 Net ALP
John Collins MGA
Altig-Orlovic SGA

Matthew Hodge
Rochester, NY
\$12,011 Net ALP
Brett Gryska MGA
Oldham-Bianchi SGA

Chantal Levy
Concord, CA
\$11,928 Net ALP
Doreen Ryan-Foti MGA
Jatoft-Foti SGA

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Individual Producers list for the month, as well as the next Top 3 in this category.

January Production						
Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Ofa Tupouniua	\$40,554	99			Steve Friedlander
2.	Pafuti Toleafoa	23,701	99		Stephen Hill	Steve Friedlander
3.	Rocio Price	21,929	82		Sarai Castanon	Jatoft-Foti
4.	Terrence Asuncion	21,892		82.7	Ernesto Magat	Jatoft-Foti
5.	Mele Bigg	21,640	96		Lorenzo Lameko	Steve Friedlander
6.	Erez Shabtay	19,929		85.5	Erik Graham	Cohen-Cohen
7.	Max Quasem	19,805		86		Cohen-Cohen
8.	Maria Rocha	19,533		77.1	Ernesto Magat	Jatoft-Foti
9.	Viet Chung	19,023		79.2	Ben Halali	Jatoft-Foti
10.	Eriteta Tauraoi	18,716	100		Stephen Hill	Steve Friedlander
11.	Scott R Davis	18,303	98		Thomas Vena	Simon Arias
12.	Felicia Price	17,629	85		Ernesto Magat	Jatoft-Foti
13.	Dustin Dunbar	17,596		71.9	Todd Engelson	Alt-Orl-Venekamp
14.	Eric Batchelor	17,152	86		Gregory Williamson	Slav Bitman
15.	Sosefo Petelo	16,621	100		Lorenzo Lameko	Steve Friedlander
16.	Dominique Bertoncini	15,824	88		Ben Halali	Jatoft-Foti
17.	Adam Kahn	15,450		69	Christopher Stephens	Jatoft-Foti
18.	Catherine Brown	15,195	90		Allen Nelson	Steven DiChiaro
19.	Lily Tchen	14,881		88.2	David Iriye	Cohen-Cohen
20.	German Viviano	14,726		92.6	Byron Paz	Josh Chalom
21.	Kevin Ishikane	14,538		80.2	Daven Hermosura	Altig-Orlovic
22.	Heuifanga Lauaki	14,428	99		Lorenzo Lameko	Steve Friedlander
23.	Daniel Bauer	14,229	100			Sabrina Lloyd
24.	Scott Hanna	14,215		70.7	Scott Hanna	Williams-Zophin
25.	Jacqueline McHugh	13,527	90		Barbara Corigliano	Sabrina Lloyd
26.	Ross Ewen	13,417		90.7		Scott Rehberg
27.	Kevin Davis	13,341		69.7	Kevin Davis	Williams-Zophin
28.	Andrew Helgeson	13,224	98		Andrew Aaron	Altig-Orlovic
29.	Patrick Tannous	13,187	95		Michael Perez	Cisco Perez
30.	Gina Flores	12,994		71.5	Albert Lau	Cohen-Cohen
31.	Craig Baxter	12,953	87		Thomas Craig	Altig-Orlovic
32.	Brandon Cooley	12,933		73.3	Gevorg Yanukyan	Allan Jennings
33.	Shahnaz Toloui	12,907		73.8	David Iriye	Cohen-Cohen
34.	Robert Simmen	12,737		77.3	David Wang	Bob Olson
35.	Mario Andres Chavez	12,549		83.5	Doreen Ryan-Foti	Jatoft-Foti
36.	Luciana Mosca	12,115		85.9	Carlo Bonifazi	Bob Olson
37.	Ann Wainit	12,111	98		John Collins	Altig-Orlovic
38.	Mark Akler	12,091		69.9	Byron Paz	Josh Chalom
39.	Niurka Dearmasduran	12,066	90		Byron Paz	Josh Chalom
40.	Aaron Haskins	12,043		69.5	Andrew Bishop	Altig-Orlovic
41.	Matthew Hodge	12,011	92		Brett Gryska	Oldham-Bianchi
42.	Joey Kennedy	11,991		81.9	Mathew MacCannell	Altig-Orlovic
43.	Amy Shui	11,958		82.5	David Ackerman	Eric Giglione
44.	Chantal Levy	11,928	99		Doreen Ryan-Foti	Jatoft-Foti
45.	Atta Saleh	11,836		81.4	Atta Saleh	Marc Rosen
46.	Sammar Miqbel	11,776		71.2	Sarai Castanon	Jatoft-Foti
47.	Michael van Delft	11,773		83.3	Michael van Delft	Imran Satti
48.	Maijargal Sukhbaatar	11,609		79.4		Samuel Lasala
49.	Francis Cawley	11,594		70.6		Slav Bitman
50.	Joshua Champneys	11,550		69	Katherine Sealscott	Alt-Orl-Lyse

ALL TIME RECORD: STEVEN STENSRUD \$71,391 Net ALP

YTD Production						
Rank	Name	Net ALP	Net to Gross	Retention	MGA	SGA
*1.	Ofa Tupouniua	\$40,554	99			Steve Friedlander
*2.	Pafuti Toleafoa	23,701	99		Stephen Hill	Steve Friedlander
*3.	Rocio Price	21,929	82		Sarai Castanon	Jatoft-Foti
*4.	Terrence Asuncion	21,892		82.7	Ernesto Magat	Jatoft-Foti
*5.	Mele Bigg	21,640	96		Lorenzo Lameko	Steve Friedlander
*6.	Erez Shabtay	19,929		85.5	Erik Graham	Cohen-Cohen
*7.	Max Quasem	19,805		86		Cohen-Cohen
*8.	Maria Rocha	19,533		77.1	Ernesto Magat	Jatoft-Foti
*9.	Viet Chung	19,023		79.2	Ben Halali	Jatoft-Foti
*10.	Eriteta Tauraoi	18,716	100		Stephen Hill	Steve Friedlander
11.	Scott R Davis	18,303	98		Thomas Vena	Simon Arias
12.	Felicia Price	17,629	85		Ernesto Magat	Jatoft-Foti
13.	Dustin Dunbar	17,596		71.9	Todd Engelson	Alt-Orl-Venekamp
14.	Eric Batchelor	17,152	86		Gregory Williamson	Slav Bitman
15.	Sosefo Petelo	16,621	100		Lorenzo Lameko	Steve Friedlander
16.	Dominique Bertoncini	15,824	88		Ben Halali	Jatoft-Foti
17.	Adam Kahn	15,450		69	Christopher Stephens	Jatoft-Foti
18.	Catherine Brown	15,195	90		Allen Nelson	Steven DiChiaro
19.	Lily Tchen	14,881		88.2	David Iriye	Cohen-Cohen
20.	German Viviano	14,726		92.6	Byron Paz	Josh Chalom
21.	Kevin Ishikane	14,538		80.2	Daven Hermosura	Altig-Orlovic
22.	Heuifanga Lauaki	14,428	99		Lorenzo Lameko	Steve Friedlander
23.	Daniel Bauer	14,229	100			Sabrina Lloyd
24.	Scott Hanna	14,215		70.7	Scott Hanna	Williams-Zophin
25.	Jacqueline McHugh	13,527	90		Barbara Corigliano	Sabrina Lloyd
26.	Ross Ewen	13,417		90.7		Scott Rehberg
27.	Kevin Davis	13,341		69.7	Kevin Davis	Williams-Zophin
28.	Andrew Helgeson	13,224	98		Andrew Aaron	Altig-Orlovic
29.	Patrick Tannous	13,187	95		Michael Perez	Cisco Perez
30.	Gina Flores	12,994		71.5	Albert Lau	Cohen-Cohen
31.	Craig Baxter	12,953	87		Thomas Craig	Altig-Orlovic
32.	Brandon Cooley	12,933		73.3	Gevorg Yanukyan	Allan Jennings
33.	Shahnaz Toloui	12,907		73.8	David Iriye	Cohen-Cohen
34.	Robert Simmen	12,737		77.3	David Wang	Bob Olson
35.	Mario Andres Chavez	12,549		83.5	Doreen Ryan-Foti	Jatoft-Foti
36.	Luciana Mosca	12,115		85.9	Carlo Bonifazi	Bob Olson
37.	Ann Wainit	12,111	98		John Collins	Altig-Orlovic
38.	Mark Akler	12,091		69.9	Byron Paz	Josh Chalom
39.	Niurka Dearmasduran	12,066	90		Byron Paz	Josh Chalom
40.	Aaron Haskins	12,043		69.5	Andrew Bishop	Altig-Orlovic
41.	Matthew Hodge	12,011	92		Brett Gryska	Oldham-Bianchi
42.	Joey Kennedy	11,991		81.9	Mathew MacCannell	Altig-Orlovic
43.	Amy Shui	11,958		82.5	David Ackerman	Eric Giglione
44.	Chantal Levy	11,928	99		Doreen Ryan-Foti	Jatoft-Foti
45.	Atta Saleh	11,836		81.4	Atta Saleh	Marc Rosen
46.	Sammar Miqbel	11,776		71.2	Sarai Castanon	Jatoft-Foti
47.	Michael van Delft	11,773		83.3	Michael van Delft	Imran Satti
48.	Maijargal Sukhbaatar	11,609		79.4		Samuel Lasala
49.	Francis Cawley	11,594		70.6		Slav Bitman
50.	Joshua Champneys	11,550		69	Katherine Sealscott	Alt-Orl-Lyse

ALL TIME RECORD: ROGHIE HASSAN LOO \$367,548 Net ALP

Supervising Agents



1. **Norman Sellen**
Auckland, NZ



2. **Lesina Ah Sue**
Auckland, NZ



3. **Rita Charles**
Auckland, NZ



4. **Roger Weisman**
Rochester, NY



5. **Amosa Faamanu**
Auckland, NZ

January Production							
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Norman Sellen	\$40,623	\$45,134		76.7		Steve Friedlander
2.	Lesina Ah Sue	29,669	44,917	99		Stephen Hill	Steve Friedlander
3.	Rita Charles	29,578	36,450	99		Stephen Hill	Steve Friedlander
4.	Roger Weisman	29,068	29,735		75.4	Stephen Jubrey	Oldham-Bianchi
5.	Amosa Faamanu	20,826	24,213	95		Taina Lameko	Steve Friedlander
6.	Don Tong	18,648	18,774	83		Ernesto Magat	Jatoft-Foti
7.	Kimona Hanson	17,373	23,537	100			Sabrina Lloyd
8.	Lafi Papalii	16,890	24,941		90.6	Lorenzo Lameko	Steve Friedlander
9.	Tosha Tremblay	16,160	19,749	82		Eric Brown	Chris Hernandez
10.	Sean O'Reilly	15,247	17,946	90		Ryan Vopat	Surace-Smith

ALL TIME RECORD: LORENZO LAMEKO \$78,033 1st Six Mo Agt
ALL TIME RECORD: LORENZO LAMEKO \$81,207 Net ALP

YTD Production							
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA	SGA
*1.	Norman Sellen	\$40,623	\$45,134		76.7		Steve Friedlander
2.	Lesina Ah Sue	29,669	44,917	99		Stephen Hill	Steve Friedlander
3.	Rita Charles	29,578	36,450	99		Stephen Hill	Steve Friedlander
4.	Roger Weisman	29,068	29,735		75.4	Stephen Jubrey	Oldham-Bianchi
5.	Amosa Faamanu	20,826	24,213	95		Taina Lameko	Steve Friedlander
6.	Don Tong	18,648	18,774	83		Ernesto Magat	Jatoft-Foti
7.	Kimona Hanson	17,373	23,537	100			Sabrina Lloyd
8.	Lafi Papalii	16,890	24,941		90.6	Lorenzo Lameko	Steve Friedlander
9.	Tosha Tremblay	16,160	19,749	82		Eric Brown	Chris Hernandez
10.	Sean O'Reilly	15,247	17,946	90		Ryan Vopat	Surace-Smith

ALL TIME RECORD: LORENZO LAMEKO \$289,373 1st Six Mo Agt
ALL TIME RECORD: MARY ANN GAELIC \$443,893 Net ALP

General Agents



1. **Kilisimasi Segal**
Auckland, NZ



2. **Karen Gagarin**
Concord, CA



3. **Chantal Daigle**
Halifax, NS



4. **Amelia Zeiger**
Denver, CO



5. **Peter Chung**
Concord, CA



6. **John Viar**
Raleigh, NC



7. **Ronald Trombetta**
Pittsburgh, PA



8. **Alba Wandurraga**
Toronto, ON



9. **Lynn Jones**
Long Island City, NY



10. **Christian Napiza**
San Jose, CA

January Production							
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA	SGA
1.	Kilisimasi Segal	\$71,135	\$102,147	98		Stephen Hill	Steve Friedlander
2.	Karen Gagarin	59,436	84,210	88		Ernesto Magat	Jatoft-Foti
3.	Chantal Daigle	49,321	49,758	98		Daniel Orr	Imran Satti
4.	Amelia Zeiger	39,158	47,128		85.1	Allen Nelson	Steven DiChiaro
5.	Peter Chung	30,096	49,960	87		Sarai Castanon	Jatoft-Foti
6.	John Viar	28,358	37,212	92		Gregory Williamson	Slav Bitman
7.	Ronald Trombetta	25,601	33,136	98		Thomas Vena	Simon Arias
8.	Alba Wandurraga	22,984	42,771	92		Byron Paz	Josh Chalom
9.	Lynn Jones	22,318	34,000		71.8	Mitch Duplantis	Marc Rosen
10.	Christian Napiza	21,743	32,042	94		Ben Halali	Jatoft-Foti
11.	Timothy Watson	21,341	30,792	90		Ryan Vopat	Surace-Smith
12.	Otari Bater	21,099	31,147		71.0	Wayne Fader	Marc Rosen
13.	Vaauifao Robertson	19,280	20,595	97		Sita Pereira	Steve Friedlander
14.	Kyriacos Davis	18,039	38,568		71.3	T J Powers	Simon Arias
15.	Joshua Lenix	17,583	33,598	95		Michael Vasu	Surace-Smith
16.	Wanda Draughon	17,566	36,566	81			Sabrina Lloyd
17.	Mark Gorman	16,517	35,788		73.2	Rudi Camenzind	Chris Hernandez
18.	Debra Hepp	16,014	24,314	86		T J Powers	Simon Arias
19.	Joseph Flynn	15,588	19,144	100		Antonio Monica	Eric Giglione
20.	Daniel Walton	14,946	18,104		71.7	Patrick Bendure	Surace-Smith

ALL TIME RECORD: SITA PEREIRA \$244,444 1st Six Mo Agt
ALL TIME RECORD: SITA PEREIRA \$286,946 Net ALP

YTD Production							
Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA	SGA
*1.	Kilisimasi Segal	\$71,135	\$102,147	98		Stephen Hill	Steve Friedlander
*2.	Karen Gagarin	59,436	84,210	88		Ernesto Magat	Jatoft-Foti
*3.	Chantal Daigle	49,321	49,758	98		Daniel Orr	Imran Satti
*4.	Amelia Zeiger	39,158	47,128		85.1	Allen Nelson	Steven DiChiaro
*5.	Peter Chung	30,096	49,960	87		Sarai Castanon	Jatoft-Foti
6.	John Viar	28,358	37,212	92		Gregory Williamson	Slav Bitman
7.	Ronald Trombetta	25,601	33,136	98		Thomas Vena	Simon Arias
8.	Alba Wandurraga	22,984	42,771	92		Byron Paz	Josh Chalom
9.	Lynn Jones	22,318	34,000		71.8	Mitch Duplantis	Marc Rosen
10.	Christian Napiza	21,743	32,042	94		Ben Halali	Jatoft-Foti
11.	Timothy Watson	21,341	30,792	90		Ryan Vopat	Surace-Smith
12.	Otari Bater	21,099	31,147		71.0	Wayne Fader	Marc Rosen
13.	Vaauifao Robertson	19,280	20,595	97		Sita Pereira	Steve Friedlander
14.	Kyriacos Davis	18,039	38,568		71.3	T J Powers	Simon Arias
15.	Joshua Lenix	17,583	33,598	95		Michael Vasu	Surace-Smith
16.	Wanda Draughon	17,566	36,566	81			Sabrina Lloyd
17.	Mark Gorman	16,517	35,788		73.2	Rudi Camenzind	Chris Hernandez
18.	Debra Hepp	16,014	24,314	86		T J Powers	Simon Arias
19.	Joseph Flynn	15,588	19,144	100		Antonio Monica	Eric Giglione
20.	Daniel Walton	14,946	18,104		71.7	Patrick Bendure	Surace-Smith

ALL TIME RECORD: TAINA LAMEKO \$1,319,496 1st Six Mo Agt
ALL TIME RECORD: TAINA LAMEKO \$1,522,976 Net ALP

Master General Agents



1. **Stephen Hill**
Auckland, NZ



2. **Lorenzo Lameko**
Auckland, NZ



3. **Ben Halali**
San Jose, CA



4. **Wayne Fader**
Long Island City, NY



5. **Ernesto Magat**
Concord, CA



6. **Daniel Orr**
Halifax, NS



7. **Sita Pereira**
Auckland, NZ



8. **Allen Nelson**
Denver, CO



9. **Stephen Jubrey**
Rochester, NY



10. **Byron Paz**
Toronto, ON

January Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA
1.	Stephen Hill	\$116,440	\$186,867		76.3	Steve Friedlander
2.	Lorenzo Lameko	94,968	130,586		69.4	Steve Friedlander
3.	Ben Halali	82,626	216,692		70.2	Jatoft-Foti
4.	Wayne Fader	70,977	98,901		68.8	Marc Rosen
5.	Ernesto Magat	57,503	115,917		75.6	Jatoft-Foti
6.	Daniel Orr	56,519	58,358		68.4	Imran Satti
7.	Sita Pereira	46,704	48,336		77.0	Steve Friedlander
8.	Allen Nelson	43,848	56,004		81.8	Steven DiChiaro
9.	Stephen Jubrey	41,818	59,553		77.2	Oldham-Bianchi
10.	Byron Paz	40,396	99,831		74.8	Josh Chalom
11.	Thomas Vena	40,314	87,649		73.1	Simon Arias
12.	Brett Gyska	36,187	64,564		75.4	Oldham-Bianchi
13.	Tiffany Roland	35,897	56,663		73.3	Altig-Orlovic
14.	Raymond Risucci	33,751	57,012		74.0	Oldham-Bianchi
15.	Kevin Davis	32,676	45,915	87		Williams-Zophin
16.	Brian Schreiter	28,356	31,948		69.6	Joseph Diecedue
17.	Gregory Williamson	28,160	53,018	84		Slav Bitman
18.	Adam Zlupko	27,530	31,383	87		Williams-Zophin
19.	Darren Miller	27,505	39,599		69.5	Matt Henderson
20.	Theresa Setefano	26,102	41,367	96		Steve Friedlander

ALL TIME RECORD: JEFF RIBMAN \$326,483 1st Six Mo Agt

ALL TIME RECORD: STEPHEN HILL \$410,573 Net ALP

YTD Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA
*1.	Stephen Hill	\$116,440	\$186,867		76.3	Steve Friedlander
*2.	Lorenzo Lameko	94,968	130,586		69.4	Steve Friedlander
*3.	Ben Halali	82,626	216,692		70.2	Jatoft-Foti
*4.	Wayne Fader	70,977	98,901		68.8	Marc Rosen
*5.	Ernesto Magat	57,503	115,917		75.6	Jatoft-Foti
6.	Daniel Orr	56,519	58,358		68.4	Imran Satti
7.	Sita Pereira	46,704	48,336		77.0	Steve Friedlander
8.	Allen Nelson	43,848	56,004		81.8	Steven DiChiaro
9.	Stephen Jubrey	41,818	59,553		77.2	Oldham-Bianchi
10.	Byron Paz	40,396	99,831		74.8	Josh Chalom
11.	Thomas Vena	40,314	87,649		73.1	Simon Arias
12.	Brett Gyska	36,187	64,564		75.4	Oldham-Bianchi
13.	Tiffany Roland	35,897	56,663		73.3	Altig-Orlovic
14.	Raymond Risucci	33,751	57,012		74.0	Oldham-Bianchi
15.	Kevin Davis	32,676	45,915	87		Williams-Zophin
16.	Brian Schreiter	28,356	31,948		69.6	Joseph Diecedue
17.	Gregory Williamson	28,160	53,018	84		Slav Bitman
18.	Adam Zlupko	27,530	31,383	87		Williams-Zophin
19.	Darren Miller	27,505	39,599		69.5	Matt Henderson
20.	Theresa Setefano	26,102	41,367	96		Steve Friedlander

ALL TIME RECORD: STEPHEN HILL \$2,476,896 1st Six Mo Agt

ALL TIME RECORD: STEPHEN HILL \$3,356,797 Net ALP

Regional General Agents



1. **Taina Lameko**
Auckland, NZ



2. **Ben Halali**
San Jose, CA



3. **Mitch Duplantis**
Long Island City, NY



4. **Wayne Fader**
Long Island City, NY



5. **Sonny Gurney**
Troy, MI

January Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA
1.	Taina Lameko	\$301,027	\$425,902		72.2	Steve Friedlander
2.	Ben Halali	170,854	423,952		70.4	Jatoft-Foti
3.	Mitch Duplantis	96,368	197,790		68.7	Marc Rosen
4.	Wayne Fader	95,151	139,623		69.0	Marc Rosen
5.	Sonny Gurney	80,848	227,005		69.9	Paul Rumbuc
6.	Brett Gyska	78,004	124,116		76.2	Oldham-Bianchi
7.	Michael Vasu	73,440	156,870		75.6	Surace-Smith
8.	Patrick Bendure	63,134	117,499		70.3	Surace-Smith
9.	Harjeet Rana	58,874	100,072		69.1	Imran Satti
10.	Dorian Oldham	57,951	152,650		75.0	Oldham-Bianchi

ALL TIME RECORD: TAINA LAMEKO \$623,266 1st Six Mo Agt

ALL TIME RECORD: TAINA LAMEKO \$890,826 Net ALP

YTD Production

Rank	Name	1st Six Mo Agt	Net ALP	Net to Gross	Retention	MGA
*1.	Taina Lameko	\$301,027	\$425,902		72.2	Steve Friedlander
*2.	Ben Halali	170,854	423,952		70.4	Jatoft-Foti
3.	Mitch Duplantis	96,368	197,790		68.7	Marc Rosen
4.	Wayne Fader	95,151	139,623		69.0	Marc Rosen
5.	Sonny Gurney	80,848	227,005		69.9	Paul Rumbuc
6.	Brett Gyska	78,004	124,116		76.2	Oldham-Bianchi
7.	Michael Vasu	73,440	156,870		75.6	Surace-Smith
8.	Patrick Bendure	63,134	117,499		70.3	Surace-Smith
9.	Harjeet Rana	58,874	100,072		69.1	Imran Satti
10.	Dorian Oldham	57,951	152,650		75.0	Oldham-Bianchi

ALL TIME RECORD: TAINA LAMEKO \$4,501,478 1st Six Mo Agt

ALL TIME RECORD: TAINA LAMEKO \$6,224,023 Net ALP

State General Agents *1st Six Month Agent*



Steve Friedlander
CATEGORY I



Imran Satti
CATEGORY V



Mark Hancock
CATEGORY VI



Rick Altig
CATEGORY VII



Ilija Orlovic
CATEGORY VII



Dustin Venekamp
CATEGORY VII

State General Agents *Net ALP*



John Jatoft
CATEGORY I



Don Foti
CATEGORY I



Eric Giglione
CATEGORY II



Imran Satti
CATEGORY V



Mark Hancock
CATEGORY VI

January Production

Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of Obj
I	Steve Friedlander		72.3	\$426,635	\$263,250	162%
	Oldham-Bianchi	99		200,397	185,250	108%
V	Imran Satti		69.1	69,744	82,350	85%
VI	Mark Hancock		68.0	76,122	83,500	91%
	Joseph Diecedue		69.0	70,545	81,250	87%
VII	Alt-Orl-Venekamp		71.4	45,727	54,175	84%

YTD Production

Category	Name	Net to Gross	Retention	1st Six Mo Agt	1st Six Mo Obj	% of Obj
I	Steve Friedlander		72.3	\$426,635	\$263,250	162%
	Oldham-Bianchi	99		200,397	185,250	108%
V	Imran Satti		69.1	69,744	82,350	85%
VI	Mark Hancock		68.0	76,122	83,500	91%
	Joseph Diecedue		69.0	70,545	81,250	87%
VII	Alt-Orl-Venekamp		71.4	45,727	54,175	84%

Category IX SGAs must be in this category for a minimum of 6 months to compete for YTD awards.

January Production

Category	Name	Net to Gross	Retention	Net ALP	Net ALP Obj	% of Obj
I	Jatoft-Foti		70.7	\$646,753	\$585,000	111%
	Oldham-Bianchi	99		417,717	411,675	101%
	Steve Friedlander		72.3	566,006	585,000	97%
	Surace-Smith		73.4	438,590	541,675	81%
II	Eric Giglione		68.6	251,292	303,350	83%
V	Imran Satti		69.1	138,345	173,350	80%
VI	Mark Hancock		68.0	137,574	151,675	91%
	Furer-Whittinghill		71.0	122,578	151,675	81%

YTD Production

Category	Name	Net to Gross	Retention	Net ALP	Net ALP Obj	% of Obj
I	Jatoft-Foti		70.7	\$646,753	\$585,000	111%
	Oldham-Bianchi	99		417,717	411,675	101%
	Steve Friedlander		72.3	566,006	585,000	97%
	Surace-Smith		73.4	438,590	541,675	81%
II	Eric Giglione		68.6	251,292	303,350	83%
V	Imran Satti		69.1	138,345	173,350	80%
VI	Mark Hancock		68.0	137,574	151,675	91%
	Furer-Whittinghill		71.0	122,578	151,675	81%

Public Relations



1. Malka Arony
CATEGORY I
Phoenix, AZ



2. Fran Christie
CATEGORY I
Seattle, WA



1. Erica Dalager
CATEGORY II
St. Paul, MN



2. Manon Brulotte
CATEGORY II
Montreal, QC



1. Chelsea Nelson
CATEGORY III
Seattle, WA



2. Steve Sanchez
CATEGORY III
Miami, FL



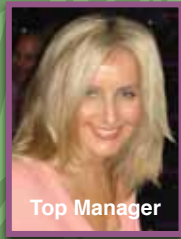
1. Paul Winslow
CATEGORY IV
St. Louis, MO



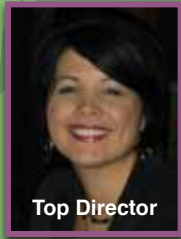
2. Ken Altizer
CATEGORY IV
Nébo, WV



Rookie Steve Sanchez



Top Manager Alina Latinsky



Top Director Rachelle Valdez

Public Relations categories are as follows:

Category	Population
1	over 8,500,000
2	6,500,000 to 8,499,999
3	4,000,000 to 6,499,999
4	Under 4,000,000

ROOKIE: Reps with 2009 hire date

January Production

Category	Rank	Name	Production in Cards	SGA/Director
I	1.	Malka Arony	6,751	Arizona/Rachelle Valdez
	2.	Fran Christie	1,205	Washington/Laurie Onasch
	3.	Larry Lozano	861	Jatoft-Foti
	4.	Brenda Di Somma	813	New Jersey/Tim Farr
	5.	Viki Farr	794	Michigan/Tim Farr
II	1.	Erica Dalager	2,536	Minnesota/Laurie Onasch
	2.	Manon Brulotte	1,384	Quebec/Jacqueline deVooght
	3.	Jenny Williams	1,110	Washington/Laurie Onasch
	4.	J T Tasker	855	Oldham-Bianchi
	5.	George Farenthold	752	Oldham-Bianchi
III	1.	Chelsea Nelson	1,460	Washington/Laurie Onasch
	2.	Steve Sanchez	1,133	Miami-Ft.Lauderdale/Patti Morgan
	3.	Katherine Kidder	810	Pennsylvania/Tim Farr
	4.	Susan Fuldauer	789	Indiana/Patti Morgan
	5.	Michelle Baxter	746	Indiana/Patti Morgan
IV	1.	Paul Winslow	2,337	St. Louis/Patti Morgan
	2.	Ken Altizer	1,398	West Virginia/Patti Morgan
	3.	Katy Hogge	1,080	Utah/Rachelle Valdez
	4.	Curtis Proebstel	1,004	Oregon/Laurie Onasch
	5.	Troy Garidel	910	Idaho/Laurie Onasch
Rookie	1.	Steve Sanchez	1,133	Miami-Ft.Lauderdale/Patti Morgan
Manager	1.	Alina Latinsky	+ 3,865	growth Washington/Laurie Onasch
	2.	Erica Dalager	+ 2,177	growth Minnesota/Laurie Onasch
	3.	Jay Bentley	+ 1,047	growth Texas/Rachelle Valdez
Director	1.	Rachelle Valdez	+ 1,819	growth
ALL TIME PR CARD PRODUCTION RECORD: 18,960 Cards				

YTD Production

Category	Rank	Name	Production in Cards	SGA/Director
I	*1.	Malka Arony	6,751	Arizona/Rachelle Valdez
	*2.	Fran Christie	1,205	Washington/Laurie Onasch
	3.	Larry Lozano	861	Jatoft-Foti
	4.	Brenda Di Somma	813	New Jersey/Tim Farr
	5.	Viki Farr	794	Michigan/Tim Farr
II	*1.	Erica Dalager	2,536	Minnesota/Laurie Onasch
	*2.	Manon Brulotte	1,384	Quebec/Jacqueline deVooght
	3.	Jenny Williams	1,110	Washington/Laurie Onasch
	4.	J T Tasker	855	Oldham-Bianchi
	5.	George Farenthold	752	Oldham-Bianchi
III	*1.	Chelsea Nelson	1,460	Washington/Laurie Onasch
	*2.	Steve Sanchez	1,133	Miami-Ft.Lauderdale/Patti Morgan
	3.	Katherine Kidder	810	Pennsylvania/Tim Farr
	4.	Susan Fuldauer	789	Indiana/Patti Morgan
	5.	Michelle Baxter	746	Indiana/Patti Morgan
IV	*1.	Paul Winslow	2,337	St. Louis/Patti Morgan
	*2.	Ken Altizer	1,398	West Virginia/Patti Morgan
	3.	Katy Hogge	1,080	Utah/Rachelle Valdez
	4.	Curtis Proebstel	1,004	Oregon/Laurie Onasch
	5.	Troy Garidel	910	Idaho/Laurie Onasch
ALL TIME PR CARD PRODUCTION RECORD: DENISE BOWYER 61,879 Cards				

Direction



Scott Smith
Executive Vice President
& Chief Marketing Officer

What Do They Have In Common?

Who are they?

They are all the top performers, as recognized in this issue! It's exciting to read the *Spotlight* every month and recognize the top performers. But this annual issue all the more, for those recognized here are the best of the best for a whole year's effort. Congratulations to the top performers of 2009!

Who are they? Why are they? What drives them?

It's what THEY have in common. Let's examine the characteristics of those who achieve. This is what distinguishes the best from the rest.

First, every person who achieves stage recognition at Convention **displays a genuinely positive attitude.** A positive attitude is more than just thinking good thoughts. A person's attitude can make all the difference. They believe in what is possible. They believe there are solutions to all issues. They are enthusiastic about their jobs and are enthusiastic about their lives. They pay no attention to and distance themselves from the naysayers.

The second most predominant characteristic of an American Income/ National Income Life Champion is **activity.** Let's face it, this is a numbers game. The front-end numbers of yesterday don't provide the same yield today. It's pretty much a sure bet that simply put, those who spent the most time in the field made the most money. Those at the highest level end their day when the goal is achieved, not when the hours have expired. These people display a willingness to work hard at what they desire to achieve. Working hard is the most fundamental, and the most important characteristic of any champion. Be assured, the competition is working hard... right now!

Another important characteristic of an achiever is **he never stops learning.** Achievers constantly look for ways to improve. They keep their minds open to new techniques. They search out people and methods to sharpen their saws. If you're not getting better at what you do, you're probably becoming average at what you do.

Achievers are **passionate about what they do.** If you love what you do, it becomes easier. When what you do becomes easier, the energy spent on stress and overcoming obstacles can be spent on some of the more positive characteristics described here. Passion fires you up; it produces energy. And, it gives you a sense of unlimited potential and possibilities.

Top performers are **short-term goal setters and they have a plan.** Know what you want to accomplish today. More importantly, know how to accomplish today's goal. Long-term achievement is really a compilation of short-term goals realization. The moment takes care of the day, the day will take care of the week, the week will take care of the month and the month will take care of the year. Break down your goal. Understand that today's accomplishment is a component of tomorrow's recognition!

Finally, **a winner gives back.** A wise man once said that if you catch a passion for helping others, a richer life will come to you. While meeting your goals and being recognized for it provides a sense of satisfaction, full satisfaction can't come until you have reached out and helped another.

After all, didn't someone help you?



sun, fun and clubbing



liv nightclub, fontainebleau resort



2011 Convention:
May 30 - June 2

Stay at the Fontainebleau Resort in Miami!
For complete Convention Qualifications, go to:
www.aillife.com/arc/spotlight.aspx



Leadership Bonus

Total: \$378,756.19

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Ben Halali	\$24,047.75	Wade Humphries	\$1,867.61	Cassandra Gordon	\$1,044.21	Seth Holmberg	\$568.22
Stephen Hill	18,395.73	Rita Charles	1,846.45	Willon Charles	1,033.52	Amanda Beyersdorff	563.55
Wayne Fader	16,447.24	Sita Pereira	1,766.98	John Viar	1,015.05	I-Perfection Harris	563.28
Lorenzo Lameko	15,130.00	Renee Jeffries	1,685.48	Tod Brown	993.05	Nicholas Collins	562.12
Ernesto Magat	13,195.17	Adam Zlupko	1,662.17	Rodney Ward	955.83	Antonio Monica	555.90
Thomas Vena	9,019.76	Brian Schreiter	1,643.50	Ryan Hall	924.32	Joshua Olin	551.70
Byron Paz	7,919.06	Tim Smith	1,606.45	Bobby Gujral	890.45	Kelly Yingling	544.67
Doreen Ryan-Foti	7,550.38	Tiffany Roland	1,601.73	Roger Weisman	883.24	Michael Romeo	536.81
Salima Abdin	5,171.21	Jason Mayer	1,589.09	Alex Hernandez	882.82	Christopher Fernan	530.11
Gregory Williamson	4,982.21	Chantal Daigle	1,573.80	Michael Boyer	881.56	Jandar Naloev	525.44
Karen Gagarin	4,803.30	Rudi Camenzind	1,549.77	Nicole Johns	877.80	Josh Juggassar	511.84
James Palmes	4,480.75	Moswen Taylor	1,545.63	Travis Norman	848.15	Albert Lau	505.79
Sarai Castanon	4,333.56	Ryan Vopat	1,517.61	Ryan Bisanz	828.11	Johnathon Bunch	495.69
Daniel Orr	3,965.46	Kilisimasi Segal	1,479.08	Lafi Papalii	819.03	Yehonatan Gross	495.51
David Wang	3,752.30	Don Tong	1,476.66	Kevin Edwards	810.13	Jeremy Harbin	494.69
Brett Gryska	3,732.11	Marcus Howard	1,472.99	Mark Beckford	785.15	Danny Smith	486.18
Allen Nelson	3,624.60	Matthew Melhorn	1,472.95	James Reilly	782.77	Maria Esposito	483.45
Hal Herman	3,422.57	Justin Adams	1,457.56	Scott Patterson	774.52	Aaron Parks	483.18
T J Powers	3,399.43	Jose Harb	1,456.62	Katharine Sealscott	772.06	Michael van Delft	483.12
Kevin Davis	3,149.54	Horace Johnson	1,451.36	Tracy Haden	758.36	Kevin Burton	482.39
James Cunningham	3,112.92	Tania Tikitiki	1,437.53	John Hughes	740.98	Seth Raymond	481.58
Norman Sellen	3,097.52	Samuel Cohen	1,437.28	Richard Blake	734.34	James Aalders	481.20
Stephen Jubrey	3,075.57	Michael Perez	1,423.83	Sanele Lafaele	716.66	Volodymyr Derevyanyy	475.35
Nicholas Engrav	3,010.71	Curtis Moreland	1,400.72	John Young	710.99	Ricky Rice	472.30
Darren Miller	3,004.12	Pauline Ruff	1,391.77	Bradley Ellison	708.28	Ariel Sanchez	456.08
Harjeet Rana	3,003.38	Nicholas Lorence	1,383.76	Joseph Hedborn	706.48	Jay Newsome	452.07
David Hausman	2,917.46	Zachary Hart	1,351.00	Linda Jackson	703.33	Sean O'Reilly	451.41
Karen McQuoid	2,854.09	Marisa Willgruber	1,328.81	Thomas Reagan	701.86	Summer Miller	449.60
Matt Flores	2,802.53	John McGrath	1,294.85	Michael McJunkins	696.05	London Burnett	445.04
Peter Chung	2,756.02	James Ching	1,253.03	Derrick Mason	692.24	Christopher Keller	440.19
Levar Morgan	2,743.10	Amelia Zeiger	1,248.33	Daniel Phares	688.10	Kimberly Riley	440.02
Richard Barbour	2,636.63	Eric Brown	1,247.49	David Gombkoto	679.81	Kimona Hanson	435.65
Kasali Kotun	2,496.15	Daniel Umbertone	1,244.25	Tosha Tremblay	675.92	Desi Dimitrova	435.33
Christine Hartman	2,478.56	Kyle Klipp	1,227.32	Nicholas Rice	672.76	Adam Niman	423.63
Patrick Bendure	2,339.70	Brandon Teter	1,172.22	Mark Gorman	633.51	Jason Anderson	421.39
Michael Vasu	2,283.27	Vaaufiao Robertson	1,168.92	Dustin Dunlap	627.77	Paul Boutwell	416.86
Garret Kun	2,283.24	James Allen	1,158.02	Mark Bleier	625.54	Jacob Arias	416.02
Theresa Setefano	2,059.56	Daven Hermosura	1,149.34	Darron Hacker	617.46	Henry Ingraham	415.28
Raymond Risucci	2,038.95	Amosa Faamanu	1,149.14	Aaron Gebke	610.45	Samantha Chui	414.45
Alba Wandurraga	2,037.16	Barbara Corigliano	1,145.43	David Iriye	607.54	Jeffrey Bailey	407.91
Otari Bater	2,019.78	Jamison Weatherspoon	1,144.57	Paul Samra	583.49	Kellen Cuttance	407.08
Pamela Ladd	2,017.22	Mark Corkrean	1,142.52	Nicholas Wolle	583.47	Casey Kunash	401.83
Lesina Ah Sue	2,010.65	Ala Awad	1,128.31	Joshua Lenix	582.46	Sharon Brenner	398.37
Thomas Craig	1,927.64	Beth Snow	1,105.93	T J Rowell	581.18	Haoyu Xu	395.95
Sara Welch	1,921.28	David Ackerman	1,087.57	Roger Fung	579.18	Tracy Thomas-Shell	376.63
Alan Silverman	1,888.40	Jeffrey Aleman	1,075.88	Maxine Moody	576.79	Michael Sheets	373.36
Steven King	1,882.31	Matthew Diulus	1,075.88	Kevin Ishikane	568.59	Kyriacos Davis	371.24

Leadership Bonus

Qualifier	Bonus	Qualifier	Bonus
Anthony Anderson	\$371.05	Richard Correa	\$222.47
Gregory Easley	370.52	Sharif Grays	221.34
Wanda Draughon	363.97	Christopher Chovanec	221.21
Jewmekia Morton	362.94	Brook Mceeks	217.76
Dorian Brown	355.39	Josh Wheeler	217.67
Sharon McKee	352.42	John Collins	214.74
Francis Cawley	350.32	Gevorg Yanukyan	214.60
Stephanie Burress	348.89	Humberto Quintero	213.37
Lori Dacyk	348.62	Atta Saleh	212.78
Cory Friedman	344.22	Michael C Williams	209.97
Miranda Dellinger	334.93	Cyndra Gather	206.67
Kenneth Greer	333.72	Charles Bradley	206.43
Samuel Peacock	333.10	Amy Buskas	203.27
Nichole Turner	328.95		
John Charlton	327.15		
Lleison Martinez	325.41		
Eli Pierce	323.68		
Richard Sprigg	323.30		
Timothy Kieran	319.34		
Marino Baca	308.00		
Troy Skipper	294.24		
Curt Snow	289.52		
Larry Pereiro	285.97		
Simon Rolland	282.02		
Troy Plummer	273.68		
Jennifer Sells	268.47		
John Passi	268.15		
Jake Yagjian	267.05		
Charles Mickens	264.06		
Sean Lacroix	261.10		
Catherine Minor	260.31		
Gregory Henderson	258.03		
Christopher Clark	253.39		
Timothy Clark	251.36		
Connie Cortright	250.50		
Wes Elder	247.38		
Russell Miller	246.10		
Michael Laramie	245.44		
James Cummings	244.79		
Dan Rubio	243.12		
Joshua Jackson	243.12		
Felix Berger	243.09		
William Caraway	241.25		
Jon Gillmore	239.36		
David Taylor	238.99		
Brenda Hadayia	237.85		
Christopher Williams	235.80		
Preeti Sahgal	234.41		
Craig Beck	233.50		
Felisha Fullard	232.88		
Richard Coombs	227.36		
Christina Burdi	223.86		
Anne Powihongi	223.50		

World's Greatest Bonus

Total: \$860,991.17

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Ofa Tupouniua	\$7,429.01	Sharon Brenner	\$1,917.45	Omarh Torio	\$1,495.83	Francis Cawley	\$1,243.79
Erickson Bencosme	6,056.17	Manu Manu	1,907.12	Andrew Helgeson	1,491.28	Zalika Sterling	1,240.55
Mele Bigg	4,991.01	Barbara Corigliano	1,885.03	Orett Nelson	1,476.47	Ann Wainit	1,232.84
Pafuti Toleafoa	4,568.47	Tatjana Tikhonov	1,879.65	Claire Sieber	1,473.15	Ilona Patterson	1,232.75
Viet Chung	4,141.66	Andrell Smith	1,858.77	Ross Ewen	1,465.98	Debra Williams	1,226.60
Erez Shabtay	3,815.34	Philip Abramovitz	1,858.65	Siupeli Tuitupou	1,463.67	Ed Olfert	1,222.23
Rocio Price	3,740.65	Enrico Paredes	1,853.01	Michael Lucarelli	1,451.54	Brock Bode	1,219.49
Maria Rocha	3,448.86	Timothy Nolan	1,838.15	Amelia Zeiger	1,444.13	Alon Fischer	1,206.10
Eriteta Tauraoui	3,091.16	William Parmeter	1,826.18	Chinda Vongkhampha	1,432.27	Maria Faasoa	1,203.11
Sosefo Petelo	3,030.94	Steven Schnitzer	1,821.74	Colleen Devine	1,425.41	Taeiloa Inia	1,199.00
Max Quasem	3,016.06	Niurka de Armas-Duran	1,809.94	Christina Beckmann	1,420.71	Lima Drysdale	1,197.52
Felicia Price	2,996.74	Mercedes Ayala	1,806.19	Rob Speers	1,418.50	Rita Charles	1,197.30
Dominique Bertoncini	2,960.55	Matthew Hodge	1,801.65	Rachel Bryson	1,405.44	Nathan Champneys	1,194.12
Scott R Davis	2,897.34	Faiga Ene	1,782.17	Kevin Davis	1,400.84	Daniel Potilechio	1,191.14
Terrence Asuncion	2,813.63	Andrew Haskins	1,770.45	Michael Nguyen	1,391.93	Janet Bingham	1,190.55
Justin Germany	2,779.65	Timothy Cruise	1,765.64	Alanna Swenson	1,391.19	Nastassja Tucker	1,183.74
Lily Tchen	2,762.75	Mario Andres Chavez	1,765.12	Christopher Feiner	1,387.23	Bryant Hendley	1,181.94
Heuifanga Lauaki	2,598.62	Akbar Hosseini	1,755.17	Timothy Kieran	1,386.86	Lydia Lozano	1,181.50
Joey Kennedy	2,597.54	Samantha Chui	1,751.42	Daniel Kim	1,371.64	Mark Kuehn	1,180.84
Russell Morris	2,587.06	Adam Kahn	1,746.45	Ronald Rennich	1,370.27	Joshua Phipps	1,180.27
Eric Batchelor	2,572.82	Ryan McIntosh	1,722.21	Anthony Ferrara	1,363.19	William Doby	1,162.35
German Viviano	2,501.68	Harold Durana	1,721.32	Rodney Barlow	1,360.67	Anthony Tricarichi	1,157.56
Scott Hanna	2,439.93	Elias Hazen	1,665.86	Iryna Sushkova	1,355.86	Zbigniew Stankiewicz	1,154.70
Robert Simmen	2,433.07	Jinzhou Zhao	1,657.05	Jose Harb	1,354.19	Ariel Sanchez	1,151.60
Dustin Dunbar	2,408.55	Sammar Miquel	1,654.84	Sandra Linse	1,353.12	Benny McCarty	1,151.58
Michael van Delft	2,385.00	Edward Robertson	1,632.79	Gabriel Feldmann	1,353.12	Samvel Tigranyan	1,148.31
Shahnaz Toloui	2,382.98	Fualaau Pelenato	1,628.44	Marko Jankovic	1,352.75	Semi Halanukonuka	1,137.43
Luciana Mosca	2,362.41	Aaron Fry	1,617.69	Evelyn Nkwenti	1,338.75	Scott Davison	1,136.40
Atta Saleh	2,299.38	Germaine Johnson	1,613.71	Christian Napiza	1,334.34	Michael Benney	1,132.99
Scott Remmey	2,292.99	Peter Kaplanis	1,610.22	Chad Rowe	1,297.89	Craig Finnie	1,124.33
Catherine Brown	2,279.22	Juan Reyes	1,608.69	Elvis Obanor	1,295.93	Joshua Swogger	1,122.40
Amy Shui	2,274.11	John Whorton	1,607.09	Linda Byas	1,294.39	Joseph Peplinski	1,122.12
Mickenzie Linse	2,270.00	Michael C Williams	1,606.59	Dante Ferrigno	1,292.52	Victor Vicario	1,115.94
Melissa Losk	2,268.57	Gregory Hayman	1,605.87	Joshua Bagi	1,289.01	Doris Aguilar	1,112.05
Howard Price	2,239.04	William Lee	1,604.55	Christine Gross	1,281.90	Nathan Leininger	1,111.40
Maijargal Sukbaatar	2,214.37	Kevin Ishikane	1,600.41	Toni Puamau	1,277.16	Felicia Ricks	1,109.68
Mark Akler	2,184.73	Yvonne Zarathustra	1,599.70	Henry Ingraham	1,275.35	Jose Hernandez Camargo	1,109.49
Barbara Stillwell	2,177.47	David Fung	1,590.16	Beth Snow	1,271.19	Mafi Ulutoa	1,107.91
Sebastian Kazek	2,167.60	Maria Lealaiauloto	1,589.72	Jermaine Gunter	1,271.10	Gordon Davies	1,098.89
Patrick Taylor	2,153.43	Joshua Champneys	1,563.21	Nadezhda Vitchev	1,268.77	Suinitila Eukaliti	1,094.57
Daniel Bauer	2,134.35	Christopher McFoy	1,556.10	David Ramirez	1,268.15	Peter Hudousek	1,092.00
Jacqueline McHugh	2,127.36	Sally Wilson	1,547.52	Faaiu Mataafa	1,267.29	Robert J Dunn	1,091.28
Gina Flores	2,094.58	Chantal Levy	1,536.16	John Roll	1,266.23	Joey Sales	1,082.52
Craig Baxter	2,094.37	Stephanie Novel	1,530.12	Ernest Loveless	1,263.60	Melissa Hyland	1,070.15
Patrick Tannous	2,056.20	Michael Perkins	1,522.91	Keri Striker	1,262.67	Billy Wilder	1,069.80
Jeremy Engrav	2,012.28	Marion Magat	1,514.32	Michael Adams	1,257.24	Vatapuia Vavau	1,066.99
Devin Mohamed	1,984.16	Maryam Rahmani	1,507.72	Michal Majewski	1,252.36	Nadine Reyes	1,061.84
Leone Tom-James	1,982.08	Roghie Hassan Loo	1,505.62	Gwonhyouk Nam	1,251.84	Sara Welch	1,057.29
Alex Gonzales	1,971.27	Nicole Johnson	1,496.93	Kevin Edwards	1,248.03	Aghayni Nazarian	1,056.48
Travis Eick	1,930.80	Denise Ferguson	1,495.93	Mark Kukielski	1,245.37	Amr Shater	1,054.33

World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Gerald Smyer	\$1,052.58	Kelly McDonald	\$937.77	David Beard	\$821.97	Filipo Havili	\$735.72
Preston Osborn	1,048.22	Candice Kemp	936.90	Kristen Duncan	821.37	Al-Karim Walji	735.31
Otari Bater	1,047.63	Gary Prokop	930.71	Lesina Ah Sue	818.81	Daniel Crossley	728.95
Daniel Johnson	1,047.46	Pamela Drury	929.22	Richard Carter	818.71	Bradley Gray	727.29
Carmelo DeCicco	1,046.64	Rachel Wilson	928.71	Ryan Ward	816.91	Adrian Moyer	726.12
Ariana Jones	1,044.00	Kristen Fitzhugh	928.28	Timothy Jervis-Read	816.06	Xavier Lozano	725.42
Juanita Fussell	1,040.40	Casey Kunash	922.12	Mark Bleier	812.89	Timothy Clark	725.29
Asta Ramanauskaitė	1,037.60	Lee van Delft	917.78	Iosefa Failua	809.73	Manino Baice	724.68
Ana Siau	1,037.55	Jason Oliver	917.72	Michael Matteo	809.50	Erik Boyd	723.68
Jaime Rozotto	1,036.64	Alan Rosen	917.55	Steven Rotherforth	808.65	Mohamad Masri	722.60
Doreen Moore	1,035.48	Thomas Soloweyko	910.66	Beau Springer	808.42	LaLitha Janardhanan	722.43
Trampis Cornwell	1,035.45	Stephanie Grzechowiak	905.81	John Houghton	805.92	Ala Awad	718.15
Billie Mitchell	1,034.53	John Viar	905.44	Michael Yoxtheimer	804.61	Mary Ann Gaelic	718.12
Harvey Griffin	1,031.71	Brian Welsh	901.90	Hildegard Toleafoa	802.16	Nelson Alves	716.98
Phillip Montano	1,029.66	Isabel Ribeiro	900.87	Ryan Leong	798.86	Lorraine Chaney	716.84
Cortland Golightly	1,027.57	Derek Robb	900.70	Shawn Chambers	798.65	Christopher Wren	715.39
Angela White	1,026.37	Viliani Pole	896.42	Jared Rivera	797.03	John Gross	714.97
Tasha Tucker	1,025.74	Chad Panzer	895.25	Atapana Faimalo	795.82	Cole Cowan	710.35
Agatha Safford	1,023.97	Gabriel Pantely	894.59	Mark Harhager	793.69	Jason Adamo	707.40
Carlos Sanchez	1,022.68	Lorena Barriere	891.77	George Lahamedjian	791.10	Francis Ifopo	706.21
Justin Haynes	1,008.94	Sherri Stoklasa	889.29	Robert Ulreich	790.42	Shirley Young	704.17
Keyra Montoute	1,007.06	James Reilly	888.76	Lynn Pell	788.33	Edward Harris	703.96
Ruben Soberanes	1,004.40	Alexandra Willgruber	883.48	Keith Litterst	785.58	Albie Udom	702.99
Matthew Diulus	1,003.41	Jesse Matthews	882.56	Hank Gordon	783.57	Corey Durst	700.89
Stephen Oleszkowicz	1,002.92	Sonia Marin	879.96	Kevin MacKinnon	782.62	Jerry Sullins	700.15
Soraída Fonseca-Gonzalez	1,002.21	Amy Snow	875.50	Willon Charles	781.42	Anthony Kachelmeier	699.53
Taumaœ Maligi	1,000.94	Tiffany Rovinski	873.00	Maria Diringier	781.37	Luke Abler	698.80
Erika Little	997.67	Richard Coombs	872.81	Troy Tripp	779.55	Cesar Lara	696.96
Patrick Knight	997.52	Odilia Goulart	872.34	Tien Nguyen	779.04	Marisa Willgruber	695.93
Michael Scudder	994.15	Whitney DeLong	870.78	Lisa Richardson	776.25	Comiesee Sampson	695.87
John Passi	992.01	Angeles Ordas	867.50	Lemlem Zerayesus	775.21	Landon Thalman	693.45
Paul Lawson	989.72	Jose Lomeli	866.66	Stacy Randazzo	772.12	Irata Passi	690.99
Adeyemi Akinade	987.15	Scott Smith	864.94	Jacqueline Reim	769.84	Bernard Oliphant	690.93
Jane Dunlop-Sipa	984.72	Royland Walker	863.30	Brian T Mitchell	768.72	Brook Meeks	689.05
Troy Vernon	976.99	Paul Snyder	859.35	Svetlana Belkina	767.94	Joni Bolme	687.94
Melissa Gilroy	975.89	Duane Robertson	859.17	Tyler Zemenchik	767.66	Sonja Wilcher	685.50
DeAnthony Hartman	975.43	Tiffany Cummings	857.65	Kasali Kotun	767.20	Robert Tierney	683.90
Bernardo Lopez	971.75	Afamasaga Pavihi	857.17	Sanele Lafaele	766.70	Fale Uisa	682.99
Adam Budge	962.83	Alfred Taren	856.90	Robert Karetny	766.33	Elizabeth Lo	682.57
Shelton Fulsang	960.07	Byron Chapuis	849.72	Brittany Bradshaw	765.01	Jesse Wise	678.31
Chad Potts	957.85	Marama Randell	849.53	Robin Hite	764.64	Gregory Henderson	675.98
Steven Stensrud	953.94	Palekoula Taufateau	847.47	Jason Allen	760.20	Denea Bowen	674.86
Diana Dziardziel	950.19	Jamie Dixon	846.97	Grover Pepper	758.27	Victoria Kane	674.16
Ellen Weinstein	949.50	Frank Jendusa	842.98	Julie Aprahamian	758.27	Ramin Maghsoud	674.09
Rawinia Kemp	949.46	Josh Juggassar	836.30	Brent Leathers	755.45	Edward Corbett	672.40
Pauline Ruff	949.04	Jacob Moyer	835.49	Chena Blair	754.39	Kenji Leonard	668.01
Pamela Furuya	948.59	Dominic DeVito	835.15	Naron Hamilton	750.96	Jasmine Colon	667.62
Patrick Ward	948.30	Jerry Hussey	834.93	Gary Garofalo	749.59	Paul Boutwell	666.14
Juan Cardona	947.79	John Reynolds	833.55	Tibor Simon	748.55	Troy Plummer	665.38
Bruce Cuddy	946.23	Hinenui Jury	831.42	Kaixun Yang	746.70	Christopher Newman	663.87
Andrew Jordan	944.84	Brandon Cooley	831.20	Magda Figueiredo	745.25	Sanele Ahlam	662.21
David Kellebrew	942.84	Sujata Kapadia	827.86	Ungatea Mau	744.35	Keith Broadnax	661.59
Shawn Melvin	942.25	Daniel Rhoades	827.34	Jason Gold	743.22	Raymon Reynolds	659.80
Mark Beckford	941.72	Rodney Chaney	824.07	Robert Black	741.45	Nicole Rihanek	658.56
Jennifer Wehrle	939.11	Kevin Miller	823.60	Samy Jacques	740.88	Sylvie Mahe	658.45
Karen Sessing	938.94	Jennifer Holliday	822.82	Jared Mlinarich	738.18	Hicham Elazhari	656.70

World's Greatest Bonus



Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Ashley Cesta	\$655.88	Jonathon Bailey	\$572.74	Mark McElroy	\$523.57	Lane Ashmore	\$474.94
Paige Quezada	655.31	Andres Sylva	572.60	Alex Newport	522.18	Faamele Epati	473.50
Robyn Stewart	651.16	Clifton Horton	571.60	April Rodenborn	521.85	Malorie Bartlett	470.14
Jeffrey Guerette	650.12	Kyle Milner	571.21	Cedric Moore	519.37	Christopher Gonzalez	468.96
Michael Cook	648.89	Shingo Hosoma	569.21	Tricia Breeze	518.72	Anthony Theriault	468.95
James B Miller	648.81	Andrew Roza	569.14	Nicholas Davis	518.47	Matthew Wilford	468.55
Louie Gonzalez	648.76	Daniel V Smith	564.67	Anthony Onukwugha	518.17	Dustin Klingebiel	468.15
Linda Jackson	644.18	Ashkan Faramarzi	564.55	Maritza Soto	517.94	Chad Turner	468.11
Jerry Moore	640.48	Tiffany Shim	564.31	Kuinita Bilo	517.21	Tyler Stansell	466.94
Hensley Julius	640.07	Eddie Edwards	564.18	Lisa Wood	517.09	Carmela-Adryann Valerio	466.62
Willetta Graves	639.09	Reinalyn Rosario	564.05	Syed Quadri	515.78	Juliet Romanishin	466.55
William Bonati	637.70	Hasani Anderson	563.56	Heidi Regel	515.47	Joshua Goldstein	465.62
Irina Bregman	636.78	Emmanuel Villasenor	562.62	Gwendolyn Barnett	512.96	Steven Edgell	465.42
Amy Kelley	632.13	Vincent Tolliver	562.04	Kelly Schneider	512.16	Zachary Hart	465.24
Jesse Atatai	630.44	Diego Ramirez	561.95	Patricia Lee	512.15	Fonofili Ili	464.87
Donald Wold	628.56	Jeremiah Morales	561.58	Theodore Walder	508.82	Michael Segulla	464.37
Elena Espinosa-Weeks	627.51	Brian Morse	560.37	Mitchell Look	508.12	David Ubnoske	462.80
Jeremy Harbin	627.29	Ruben Fuentes	560.05	David Saez	507.32	Bei Xie	460.94
Lauren Hamrick	626.77	Tyler Endicott	559.69	Gagandeep Klair	506.67	Wayne Edelen	459.70
Tony Fox	625.27	Ronald Starr	559.61	Timothy Davis	506.51	Josh Olson	459.59
Judy Rodriguez	624.07	Kenneth Exum	558.76	Timothy Watson	505.81	Samantha Gill	459.43
Hollie Christian	623.04	Anthony Leggett	557.93	Steven Janev	505.66	Jason Beyer	458.15
Felisha Fullard	622.43	Jordan Jones	557.48	Dennis Titcombe	504.79	Malcolm Redd	457.66
Linzy Newman	619.88	Evan Wicklund	557.08	Jackie Alston	503.10	Jeremy Welch	456.03
Preeti Sahgal	619.85	Benton Tong	556.37	Sean Casey	502.27	Lawrence Schmidt	455.13
Traci Peterson	617.31	Katie Massart	556.02	Akil Mallard	497.69	Amanda Beyersdorff	454.81
Deborah Agrifoglio	614.90	David Swaney	554.82	Robert Schall	497.16	Michael Weeder	453.01
William Peterson	613.34	Rickie Sasser	554.57	Steven Haberman	497.10	Kristyn Shaner	451.55
Robert Granzow	612.46	Seleisa Samuclu	554.10	Brad Callender	496.78	Fritznel Octave	450.51
Terence Vinson	611.51	Mark Danner	553.22	Huia Stone	495.64	Gabrielle Ordonez	450.16
Jessica Santamarina	611.36	Natalie Soboleva	549.42	Jay Meyer	495.53	Teresa Butolph	448.95
Sheree Risley-Aragon	611.33	Joshua Jackson	549.27	Amosa Faamanu	494.71	Joshua Barningham	448.23
Lafi Papalii	611.18	T J Rowell	549.02	Carl Muller	494.37	Kevin Holtz	448.16
Byron Scott	608.00	Tiffany Rintone	548.99	Marshall Blake	494.07	Stephanie Kies	447.59
Helen Taylor	603.63	Aaron Haskins	548.72	Susan Lewis	493.72	Jonathan McKay	446.18
Matthew Turnquist	602.71	Maxwell Sinard	547.68	Florence Eli	493.72	Chad Hatfield	446.13
Brody Baxter	602.11	Matthew Blizzard	547.05	Allison Bankowski	493.68	Matthew Parks	444.42
Brian Ellison	601.39	Rockey Simmons	545.24	John Keiderling	493.58	Jamar Burnette	443.70
Ghina Malaney	598.42	Ryan Puvogel	544.27	Amanda Thibado	493.01	Jason Stein	442.09
Samuel Peacock	597.58	Kyle Wrobel	543.99	Memuna Kallay	492.01	Georg Polychronopoulos	441.76
Ziad Aafouallah	594.39	Lynn Parker	542.01	Loretta Ekeroma	491.78	Bianni Mafileo	440.95
Candace Engelson	591.04	Shayla Simoes	541.79	Tricia Stallings	490.84	Adrienne Allen	440.67
Ahmad Banat	591.02	Ronnie Williams	541.62	Dulce Jimenez	490.57	Gary Lonsberry	440.14
Bryce Pollock	589.19	Arnold Iacoviello	540.34	Bradley Ellison	489.72	Emanita Pohahau	439.89
Karen Folkemer	587.20	Curtissa Johnson	539.37	George Fallowfield	488.13	Kayla Chavez	439.74
Sunita Varghese	587.10	Susan Finger	539.35	John Bergman	482.46	Kyriacos Davis	439.61
Melissa Flanagan	587.07	Jon Gillmore	538.05	John C Johnson	480.59	Saeideh Nessar Ali	437.13
Mario Chavez	584.35	Daniel L Smith	537.69	Ben Halali	479.86	David Taylor	436.73
Paul Fordham	583.45	Tiffany Hepner	537.05	Brookalyn Stillwagon	479.82	Herlene-Grace de O'Campo	436.66
Jared Cleckner	580.93	Sheleen Brzozowski	532.57	Angelika Vassilieva	479.58	Dustin Kiss	436.55
Cody Terrell	580.81	Rhonda Shaffer	532.41	Daniel Pinschmidt	477.75	Corby Jеспerson	434.11
Ronald Trombetta	580.79	Marvin Chalwe	529.43	Charles Perkins	477.69	Victor Rodos	433.95
Tyrone Leverette	580.40	Antonio Woods	528.47	Michael Schumacher	477.47	London Burnett	432.51
William Gordon	579.19	Steven Lucero	527.41	Chris Johnson	476.89	Samantha Kolb	432.46
Justin Kelling	578.50	Karolina Brandys	523.94	Byron Stuckless	476.84	David Michael	432.45
Chau Tran	576.73	Chad Lynch	523.81	Johnathon Bunch	476.04	Geoffrey Neville	431.89

World's Greatest Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Herivelto Pereira	\$430.71	Diane Johnston	\$374.41	Wayne Blumling	\$335.50	Layla Strange	\$302.64
Justin LaParl	428.91	Rufus Cathey	374.01	Blake Higuchi	335.08	Robert Nolan	302.62
Margarita Kagan	427.81	Michael Camara	373.87	Tosha Tremblay	334.95	Tyrone Conard Jr.	302.16
Diane Crawford	427.21	Robert Cline	371.81	Lester Evans	334.55	Patrick Robitaille	301.47
Lynda Williams	426.49	Michael McIntosh	371.53	Ryan O'Donnell	334.44	Courtney Lovsteen	300.98
Amanda Rodriguez	423.58	Christopher M Williams	371.47	Maxine Moody	333.36	Russell Meredith	300.55
Robert Chobor	420.28	Jason Thompson	371.12	Eric Trautman	332.72	Corienne Mason	299.69
Felix Berger	419.87	Anthony Mele	370.69	Gerald Bledsoe	331.67	John Roterman	299.31
Fredrick Hamilton	418.18	Mabelyn Rojas-Fernandez	370.60	Alisa Tuiletufuga	331.15	Keith Keller	299.29
Darren Desaulniers	417.67	Thomas Bancroft	369.54	David Moir	329.49	Tobias Konnersman	298.29
Timothy Dawe	415.97	Ramandeep Gill	369.33	Adrienne Collins	328.90	Marsek Baran	298.26
Robert Vincent	415.64	Nellie Johnson	369.04	Horace Johnson	327.99	Kelcy Glazer	297.47
Robert Barnes	414.96	Mark Neilson	368.94	James Lookingbill	326.92	Jerckarra Page	294.43
Matthew Mau	414.88	Tracy Palm	368.39	Kelly Damon	326.64	Michael Bagger	294.15
Steven Harris	412.92	Amanda Wolfgang	368.22	James Welsh	325.85	Charles Steele	293.81
Norman Lew	412.56	Jarred Sykes	366.39	David Henderson	325.69	Michael Catalano	293.58
Sandra Cortes	410.65	Walter Rohrbacher	364.28	Allen Beerman	324.99	David Gombkoto	293.24
Ryan Schreiber	409.83	Sharon Beyersdorff	362.88	James Cannon	323.96	Nic Iagulli	292.81
Brian Sundberg	409.38	Megan Gates	362.81	Nichole Poirier	323.17	Javier Esquivel	292.53
Garrett Jones	408.42	Gina Kolo	362.77	Michael Howell	322.66	Lucky Faaitiiti	292.26
Brian Cenaiko	405.92	Sarah Luebben	362.42	Felicity O'Halloran	322.33	Matthew Girard	292.08
Garrett Shaffer	405.54	Matthew Cisneros	362.21	Kouassi Appiah	321.26	Emil Mohareb	290.35
Blaise DiDonato	405.51	Ruth Setefano	362.06	Teri Vandegrift	321.04	Thanya Gleaves	290.16
Scott Salisbury	405.31	Andrea Marulanda	361.40	Steven Truver	321.03	Timothy Hall	289.95
Olga Tsybal	402.96	Vishwamitra Chetram	361.37	Richard Davis	320.64	Cynthia Wilwayco	289.60
Roderick Copp	401.98	Danielle Jankowski	360.91	Tuimanea Kauap	320.50	Richard Lepis	288.79
Krista Thieme	401.80	Kristi Vang	359.89	Kenneth Greer	320.02	Scott Patterson	288.14
Humberto Quintero	400.48	Taher Kusliawan	359.66	Eugene Kashkin	319.74	William Hartley	287.17
Scott Kim	399.17	Suzanne Mitchell	359.41	David Guzman	319.70	Rosezita Niwha	286.77
Joaquin Santos	399.04	Adam Zlupko	358.66	Andrew Kalina	317.85	Priya Chand	286.24
Craig Friestad	397.82	Mary Dettling	358.22	Taneshia Solomon	317.71	Brian Giffin	286.15
Dustin Pollock	397.45	Courtlyne Peterson	356.70	Maria Greene	316.64	Larry Malitz	285.14
Tutoatasi Pale	397.02	Graeme Bollinger	355.73	Sami Mogannam	316.27	Ty Lampkin	285.12
Michael Robinson	396.40	Craig Dreiling	355.54	Derron Alexander	315.67	Katrice Hunt	284.39
Mark Gorman	396.31	John Albers	354.11	Maka Tonga	314.41	Adam Niman	284.08
Walter Osmond	396.18	Jessica Stambaugh	353.43	Juan Cordova	314.33	Zev Zak	283.63
Jake Yagjian	396.15	Robert Breit	351.80	Avshalom Wolfshout	314.31	Sarah Kisielewski	283.50
Phyllis Jones	394.99	Sharon McKee	351.77	Robert Grant	314.01	Bo Stawicki	283.49
Patrick McGrogan	394.53	Amanda Hitchings	350.93	Thomas Adkins	313.98	Holly Cook	283.34
Mark DeWolfe	391.33	Jeffery Clark	350.13	Lucyna Ostrzycki	313.50	Daniel Taurisani	283.33
Jeffrey Bailey	391.00	Darrell Sarmiento	350.11	Matthew Jimino	313.10	Cassandra Cyrius	282.47
Mark Graham	388.62	Anthony Gerald	348.17	Courtney Perito	312.95	Eric Eun	281.86
Benjamin Van Fossen	387.41	Gabriel Hough	348.07	Steven Thompson	312.22	Jenny Sample	281.81
Nathan Osborn	386.80	Curtis Moreland	347.11	Eddy Prellwitz	312.20	Jennifer Duke	281.05
Adrian Bullens	386.72	Fernando Silva	346.22	Stephen LaDay	311.31	Matthew Winter	280.81
Bubba Sosby	385.64	Pablo Garcia	345.60	Danielle Swehla	311.31	John Akers	280.71
Thomas Tulowiecki	381.24	Jake Conley	345.56	William Adams	309.70	Ellahe Vaziri	280.62
Marty Martin	378.49	Paul Samra	345.54	Rebecca Birdwell	309.62	Elena Masei	279.81
Angela Knox	377.68	Todd Pettingill	345.28	Keith Bryant	309.33	Wander Lima	279.47
Sharmanda Gawel	377.58	Frank Cousins	344.77	Wayne Green	309.04	Adriana Mireles	279.06
Curt Snow	377.45	Dustin Coulter	343.42	Matt Moore	308.73	Ancil Bishop	278.93
Paulene Young	376.65	Julie Wells	342.81	Ashley McMurtry	304.30	Matthew Lukesh	278.82
Gregory Parker	376.26	Travis Vandenberghe	342.58	Michael B Ellis	304.06	DeMario Cooper	278.28
Pelenatete Lamsam	375.87	Marchon Tatmon	342.23	Landre Clark	303.91	Timothy Berry	278.26
Debra Reader	375.22	Christopher Freter	337.85	Malu Sooaemalelagi	303.30	Dawn McElwain	277.66
LaTasha Tabb	374.96	David Benamati	337.66	Sherry Rubio	302.95	Jay Newsome	276.96

World's Greatest Bonus

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
James Murphy	\$276.43	Dina Cobos	\$250.56	Roland Rackham	\$225.07	Catherine Minor	\$200.66
Lina Lolo	275.73	Lauren Rawson	250.56	Heidi Gorham	224.68	James Nesmith	200.59
Frederick Bowers	274.40	Peter Oliver	250.33	Nicholas Sawchuk	223.80	Herman Lewis	200.51
Thomas Sands	273.91	Michael Woo	249.31	Daryl Carter	222.62	Richard Lutz	200.16
Jacob Pokipala	273.70	Jason Marlow	248.95	Carl Boldon	222.50		
Grover Bond	273.59	Amber Cochran	248.61	Amy Adams-Fuqua	222.25		
Paul Pakenham	273.56	Allan Gilbert	247.26	Eduardo Sousa	222.15		
Jonathan Rivera	272.95	Christopher Chovanec	247.00	Sean Hanson	222.10		
Laura Abrams	272.00	Cynthia Blowemiller	246.85	Steve Nwagbo	221.96		
Jennifer Hill	271.45	Jonathan Woelfle	246.02	Shawna Hermann	220.50		
Kevin Reynolds	270.90	Stephen Klein	245.87	Charlene Losse	220.39		
Mario Martin	270.54	Omid Raboodan	245.44	Kathryn Parker	220.05		
Jason Lobring	270.38	Michael Kane	245.26	Steve Marker	219.46		
Danielle Finan	269.64	Lytoni Brown	245.07	Justine Horn	219.26		
Brittany Smart	269.20	Sean O'Reilly	244.50	Willie Hayden	218.81		
Brian Walker	268.96	Sautia Maluofenua	244.29	Sam LeMay	218.71		
Dennis Urbanowski	268.68	David Steinhoff	244.16	Kirby Hilderman	218.28		
James Cummings	268.58	Alejandro Martinez	243.79	Faamaoni Fruean	218.14		
Veronica Herrera	268.28	Timothy Attleson	243.67	Ruby Parks	216.98		
Nicholas Facecchia	267.57	Josh Wheeler	242.83	Rebecca Sharpe	215.57		
Michael Forcier	266.82	Sharif Grays	242.43	Jeffrey Lorensen	215.55		
Raquel Marques Sardinas	266.52	Stephen Bonovich	241.77	Nicholas Wilt	215.20		
Christopher Hintz	266.17	Gary Smith	241.12	Jennifer Sullivan	214.97		
Terrell Fowler	266.15	Sean Cummings	240.76	Jose Chavera	214.95		
Carolyn James	265.69	Ronnie Cruz	240.25	Dale Meyer	214.91		
Jeff Lamar	265.42	Matthew Cartwright	238.92	Robert Radford	214.89		
Tanner Court	264.93	David Burton	238.21	Tyler Murray	214.61		
Debra Hepp	263.96	Ryan Saridakis	237.12	William Charnow	213.77		
Anthony Aquino	263.85	Bradford Brummett	236.35	Poshen Yang	213.55		
Joel Neiryneck-Coon	263.83	Adam Avalos	236.34	Corey Cook	213.13		
Sarah Brannan	263.75	James Dolan	236.26	Molly Washburn	213.04		
German Pena	263.11	Andy DiSalvatore	235.77	Keith Wadsworth	211.15		
Morgan Romero	263.08	Patrick Roane	235.50	Zach Luhr	210.53		
Wendy McBride	262.99	Scott Florin	235.04	Aric Lopez	209.76		
Ricky Nail	262.63	Timothy Klatt	234.72	Sorana Blackfoot	209.74		
Kelly Yingling	262.03	Adam Weisberger	234.27	Djenabou Diallo	209.62		
Victor Prada	261.68	Stefanos LeBrasseur	233.89	James M Miller	209.49		
James Moore	261.62	Ronald Marx	233.68	Lisamarie Rangiano	207.78		
Stephen Archer	260.71	Jordan West	233.68	Christopher Cummings	207.68		
Andrew Aaron	260.52	Michael Yip	233.64	Paola Sanchez	207.66		
Shawn Reid	260.33	Richard Scott	232.35	Jessica Jassak	207.45		
Evelyn VanHouten	259.20	Anthony Mutter	231.82	Megan Yanolatos	207.16		
Ewa Marinaccio	258.95	Meliame Moeakiola	231.80	Jacqueline Diaz	206.38		
Amandeep Gill	258.80	Richard Evans	230.70	Charles Stofko	206.31		
Michael Sheets	257.98	Nathan Foti	230.58	Marie Lindo	205.74		
Trenton Tipton-Fletcher	257.46	Lleison Martinez	230.25	Randoph Souliers	205.71		
Michael Collins	257.28	John Kemp	230.00	Todd Heinaman	205.63		
Michael Kyatt	257.09	Shelby Pamplin	229.67	Darren Kwong	205.41		
Jen Sage	256.32	Ryan Nishio	228.51	Jorell Washington	205.32		
Murphy Bergeron	254.55	Elizabeth McSweeney	228.39	Lumu Latu	202.56		
Sylvia Walker	254.38	Gian-Paolo DiBerardo	228.33	Silia Kuka	201.66		
Norbert Medina	254.03	Jennifer Sells	228.01	Gordon Biggums	201.61		
Levi Sweat	253.81	David Higa	226.51	William Munson	201.55		
Moemoe Talatana	252.98	Steven Sparkes	225.51	Yadollah Pourjalali	201.43		
Kraig Jilge	252.92	Christian Chenier	225.16	Anthony Balloutine	201.30		
Joseph Quintons	251.70	Robert Drake	225.15	Nicholas Collins	201.20		

Reinstatement Bonus

Total: \$36,568.09

Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus	Qualifier	Bonus
Scott Patterson	\$1,537.38	Peter Kaplanis	\$579.66	Traci Powell	\$374.70	Allan Gilbert	\$260.01
Sami Mogannam	1,397.84	Fritznel Octave	548.79	Thomas McLoughlin	354.54	Max Quasem	257.22
Heidy Morataya	1,314.19	Lina Namu	517.35	Glyn Hurst	353.31	Christopher Chovanec	257.01
Lorena Barriere	1,206.39	Bradley Weigand	514.06	David Taylor	350.75	Elvis Obanor	255.00
Lance Martin	1,118.28	Ronald Friedlander	500.93	Benjamin Greer	328.83	Sandra Bailey	251.01
Frank Kolligian	898.29	Earle Harris	468.68	German Pena	312.66	Svetlana Belkina	240.75
Ronald Rivera	817.89	Christina Guerrero	465.60	Patrick Stenglein	310.71	Lawrence Broniszewski	230.25
Nabil Spahi	789.12	Sonia Marin	462.48	Lisa Sanders	303.63	Jason Stein	228.84
Erez Shabtay	765.77	Sorana Blackfoot	458.07	Lily Tchen	296.88	Catherine Brown	218.52
Benton Tong	763.74	Patrick Parisi	457.35	Lydia Lozano	287.97	Daniel Potilechio	207.15
Earnest Loveless	752.28	William Doby	439.03	Jeremy Welch	285.60	Timothy Dawe	201.24
Norbert Medina	731.68	Arthur Westergren	421.11	Clinton Talbert	285.03	Herman Fennell	200.79
David Higa	718.89	Randy Ocampo	420.33	Michael Sheets	285.00		
John Bulecza	620.58	Sarah Quint	390.75	Diana McNair	279.95		
Eduardo Sousa	589.92	Nicholas Thomas	383.67	David Goodman	278.28		

*All qualifiers listed achieved at least \$200 in bonus totals